Character Revelations of Mind and Body

Books by

Gerald Elton Fosbroke

Character Reading Through Analysis of the Features

Character Revelations of Mind and Body

In Preparation

Character Qualities Outlined

Character Revelations
of
Mind and Body

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Gerald Bolton Fosbroke

Character Revelations
of
Mind and Body

A Statement of Methods for the Study of the Indications of Character Which are Built into the Face as a Result of Mental and Bodily Reactions

By

Gerald Elton Fosbroke

Author of

"Character Reading through Analysis of the Features"

Illustrated

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THE PURPOSE

THIS book is an honest effort to eliminate from the subject of character analysis all but the common sense rules that a trained and logical mind will recognize as based upon truth, that the subject may come at least one step closer to an exact science.

This book is written with the purpose of giving as accurately as possible the basic underlying principles of the conclusions stated in *Character Reading Through Analysis of the Features,* by the author, and readers are referred to that work for full illustrations of the points made.

This book is written in the hope that those with scientifically trained minds and the necessary time will approach this subject with open mind and direct their equipment and effort toward giving to those that need it, and are capable of acquiring it, a dependable method for judging character by observation.

THE AUTHOR.

December, 1921.

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Character Revelations of Mind and Body

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Character Revelations of Mind and Body

CHAPTER I

WHAT CHARACTER ANALYSIS SHOULD BE

THE careful analysis of thousands of subjects discloses that very few people have a broad mind training. There are few who have the ability to bring the full power of their attention to bear on one thing at a time. It is only in this way that a definite sense record of the thing is made.

Few people have acquired the kind of concentration which will enable them to follow an analysis from the premise to the conclusion without allowing the mind to wander off into the by-paths that are always presented in every problem whether large or small.

Few have developed their power of observation to the extent that they are able to focus their glance with such attention and concentration as will give them the degree of penetration that should be theirs. A well trained eye with the light of a well trained commanding mind shining

through it, will take a man further along the road to success than any other one thing.

The majority of people see in a general way, but not in detail. They seldom really fix their glance with all their mind and body power centered behind it, and as a result the untrained mind when observing an object will see but one or two things and record them indistinctly; whereas, the trained mind and eye will see a hundred points of interest in that same object and definitely record them all.

It is this latter type of observation that gives one the ability to visualize all things seen so that a detailed mental picture of the thing observed and its associations may be called to mind at will for further consideration and analysis.

Out of this type of observation and the consequent power to visualize will develop the power to reason in the abstract, which mental quality is seldom found. Upon this kind of observation, and the consequent perceptive development, will depend the ability to judge accurately and compare relative values in form as well as in the abstract. Until the power to reason in the abstract is developed to a considerable degree, enough to enable one to correlate several indications, there is little hope of correctly judging character; for all (not part) of the evidence must be weighed in order to form a correct conclusion. This takes years of applied effort and training.

Psychologists agree that development of a quality along

any special line of endeavor will enable one easily to turn this same development to use in many other directions. They also agree that a topic of natural interest to the subject must be used as a starting point for building in such qualities as attention, concentration, observation, visual ability, etc., and the study of human nature is of interest to all.

It is certain that a conscientious study of people will overcome the prevalent tendency toward being self-centered, and will bring about increased power in the application of all these qualities.

No one can undertake the study of his fellow man without being drawn outside of himself, which will increase his power of expression, both in action and word.

Character analysis requires direct dealing with life itself, and life is not a mechanical thing, nor can the analysis of a life record be handled mechanically. The attempt to do it in this way is, to a great extent, responsible for the discredit with which the subject is regarded by those in educational and research work.

The application of phrenology, either in detail or as to general head structures, is mechanical unless the evidence of the psychological and physiological reactions on the face are taken into consideration and weighed in the balance.

Color of eyes, hair and skin undoubtedly has its character indications, but no one can be judged by a hard and fast rule, for we all have a free will, and association,

environment and training may change the whole course of a man's life and the mind and body reactions of his face will in that event show that he has developed altogether contrary to natural type.

Because a man has a certain profile (convex, concave or plain, as some term it), or because he has a certain form of hand (square, long or spatulate), and although these things in themselves may give evidence of certain qualities, the character of the mind and body development will sometimes absolutely contradict the evidence furnished by these indications. For this reason character analysis cannot be successful as a mechanical process.

The failure of many educators and scientists to accept character analysis is undoubtedly because of this kind of mechanical work done by those of a few months' study and observation. They are right in concluding that such superficial character analysis does far more harm than good. They are justified in refusing to consider as other than charlatanical such claims as the one that "a large and full mouth indicates a character filled with folly and wickedness." The quotation is from one of the early observers, not a scientist. The mouth is acknowledged by scientists to be a point of great sex excitability, but he overlooked the fact that the mouth, although "large and full," may be and often is molded by mentality. In the latter case the physical indications of folly and weakness have been turned into proof of wisdom and power by the exercise of control.

Another fallacy of the mechanical method (this time by a modern observer) is illustrated by contrasting the albino with the negro. To this modern observer the albino is the extreme of blondness, and the negro the extreme of brunetteness, and therefore the negro has all the qualities of the brunette in the extreme.

Observation will prove conclusively that the negro is most lacking in those qualities that are peculiar to brunettes.

No one but a superficial thinker will accept the theory of this observer that a change of character in mature life will change materially the fineness or coarseness of the hair or the color of the eyes and hair from blond to brunette, or vice versa.

Because this subject, embracing as it does self-knowledge and the desire to look into the lives of others, holds such absorbing interest for all people, the untrained and emotional mind has given more time to the question than those trained in research work, and the appeal to this type, by the would-be money maker, is necessarily dressed to suit the demand of the mind governed by emotionalism, and not by cold analysis.

Because untrained minds have so greatly dabbled in this subject, trained minds have hesitated to approach it, although they are the very ones who can best use this knowledge for the benefit of the thousands of lives that are constantly being grounded and touched under their tutelage.

It appears that many drift through years, unable to find themselves, and as a last resort are ready to grasp at the straw of immature knowledge held out by the would-be character analyst. This would not be the case if those who should have a thorough knowledge of human nature were able to understand those placed in their charge.

The subject of analysis of character, intelligently applied by trained analysts, must at some time become a branch of the psychological departments of our educational institutions, and the sooner it is recognized by those in authority, and the wheat separated from the chaff, the sooner will people reap the benefit of an increased understanding of themselves and their relationship with others.

Psychologists have lately begun to formulate tests with which to gauge the reactions of different character qualities—and to this extent they have entered the field of the character analyst. This subject of character analysis by observation of natural and developed face indications is not one to be thrown aside lightly by anyone who claims to have been "an earnest student of character analysis for years." Nor can it be dismissed with the statement that "character analysis (he means by observation) is misleading and without any foundation or scientific basis." The balance of this article, written by this same psychologist, plainly shows that his whole research work on the subject of character analysis by observation has been the study of phrenology, and he has not taken into

consideration in the least the psychological and physiological reactions of the mind and body on the face, many of which signs are recognized by the science of medicine.

Quoting again from the university paper, because it represents the attitude so strongly prevalent among this class of men, it is stated, "this revised pseudo-science has many followers among industrial executives," but no record of results is attached showing that an honest inquiry has been made among these executives to discover whether or no these "followers" have found it of value or otherwise, and to what extent they are using it.

To deny that the mind and body in their development affect the face is to deny the laws of psychology and physiology, upon which sciences the proper judgment of character by observation are directly based.

Psychological tests and character analysis by observation of the mind and body reactions on the face, as they are being applied in the selection of employes, both serve their own purpose, and one is but the complement of the other. For extended test for the selection of employes for important positions, and particularly in trades that require skill, the Binet-Simon Scale for measuring Intelligence, or the revised scale known as "Standard Revision of the Binet-Simon Scale," and other psychological tests, are of unquestioned value, but judgment by observation must be used even in this work to determine the subjects that are worthy or unworthy of this expenditure of both time and money.

There are certain types of selection which can be made only by judging correctly of the face values. For instance, in the selection of a salesman he must have self-confidence, but not objectionable aggressiveness; he must be balanced from the standpoint of mind and body force which will give him the combination resulting in a forceful and pleasing personality. All mind or all body cannot sell goods. He must have overcome sensitiveness to the extent that his mind is dominant and sure of success, and he must have a knowledge of human nature. The salesman should lean toward the physical or mental, according to the nature of the thing he is to sell. All of these qualities are difficult, if not impossible, to gauge by such tests as Binet's, but can be interpreted by the close observer from the effects of mental and physical action on the facial muscles and structure.

The salesman himself, cannot resort to psychological test, but must depend wholly upon his instant judgment of people to handle the psychology of a sale. And the salesman that does not either consciously or subconsciously read and understand the past and present reactions of the mind and body on the face of his prospective buyer is not successful in his employment.

The teacher, to be efficient, should understand and be able to recognize the inherent qualities and the mind and bodily reactions on the face of each student, to intelligently assist him in his endeavor to learn. He should be able to distinguish the character of the student's mind

so that he may give him such material and training as will develop him to the best advantage.

Judging the moral code and dependability of an applicant is dealing with abstract qualities which arise from a sum total of the character qualities. The psychological and physiological reactions on the face show the increase or control of natural tendencies in this direction, and are quickly gauged by observation. Doubtless these qualities would prove difficult to judge by psychological test.

Physical examination is resorted to by some employment departments as part of the process of their selection of employes, but blood tests as part of this examination would be impracticable because objected to by prospective employes as a part of this examination. The general blood conditions and heart reactions of a subject can be nicely gauged by training the powers of observation in this direction. This is important, for neither the anæmic nor the chronically bilious employe helps the building of an organization. The first is certain to be inefficient because lacking in alertness and staying quality, whereas the latter is sure to be an irritable pessimist and a grumbling disorganizer.

It would appear in making psychological tests that the degree of mental control over the emotions and the activity of the conscious thinking powers and the emotional side would be of first importance. The degree of reaction of the subject to psychological tests must necessarily be in

accord with these factors. The degree of these regulating forces can be judged with accuracy by the trained observer.

As is shown in this book, minds may be divided into two classes that react in an entirely different way, the first decision of one and the last decision of the other being the ones best relied upon. The first type is the thinking mind, and the second the memory mind. The type of mind may be recognized at a glance by the observer, and the efficient use of the Binet tests would be materially increased if they were used with this difference taken into consideration.

The author holds no brief for character analysis. Without antagonism or belligerency he is actuated solely with a desire for truth. He does not look to the use of this subject in any form for a livelihood, but does urgently beg that those in whose life's work this should be a part shall consistently and with open mind enter this field for research. It is their trained minds that can master this and bring to tens of thousands the assistance through understanding, which the author of this book has been able to give only to thousands.

With this thought in mind he has made in this work an honest endeavor to outline in a common-sense way the principles that, conscientiously used, have never failed to give accurate results.

If the man of trained mind, grounded in the methods of scientific research, will realize the importance of this

subject, and give the time to this study that he would require to master any of the sciences, there will no longer be lack of proof of the reality that character analysis from observation is based upon exact science.

CHAPTER II

HEREDITY *VERSUS* ENVIRONMENT

THE eternal question, Heredity *versus* Environment, crops out again in the question of character analysis, but in another form and under another heading, viz., Texture *versus* Quality.

These two terms are used by some authorities as synonymous, but appear to the thinking mind as entirely different things derived from two distinct causes.

Texture, as the term is used, represents the inherited degree of fineness or coarseness, hardness or softness of the flesh and muscle structures of the body, and is used as a mechanical basis from which to judge the character qualities of the subject. It does not appear to take into account the possibility that environment, training, and association are responsible to a great extent for what one is as a maturing or matured character.

Just as it cannot be questioned that one has no memory or moral code when born, but inherits an equipment of more or less sensitiveness with which these qualities may be developed, so is it true that the greater or lesser degree of improvement of this inherited equipment depends upon

the environment, associations, training and physiological condition of the subject.

It is also true that many inherit much of natural advantage in excellence of mental and bodily structure, but fail miserably in capitalizing their opportunity, and that others upon whom fortune did not smile in this respect have led the world in accomplishment in every direction.

Therefore, in making your observations it is necessary that you decide whether there is such an inheritance as a balanced head structure, fine hair, a skin with close pores, a fine eye, well-shaped and firm cartilages of the nose and ear, well-proportioned face and body, active nervous system, and elastic muscles, neither too hard nor too soft (indicating health), that you may decide the class of material that has been worked upon, and the natural bias of the temperament.

It is equally important to note whether the mind and body have been strongly developed and are in harmony with these other indications as evidenced by the fact that the fineness of skin has taken on a virile appearance, a solidness and smoothness of quality in spite of being weathered; that the eye has become deeper-seated and clearer; that the ear and particularly the nose cartilages (including the nostril, tip and ridge lines) have become sharpened by the action of the mind in tensing the face structures throughout, and through the action of the body by following the dictates of the mind; or whether they have become coarser as a result of physiological conditions

brought about by bodily excess. Then observe the reactions which the mind and body have caused to take place in the forehead, brow, eyes and mouth, as outlined in chapter entitled "Principles of Facial Expression" in exercising this judgment of values.

By weighing the relative importance of all of these factors, a correct estimate of the quality of the subject may be determined.

Quality is not indicated by the extreme of any characteristic, but by a nice balance, good inherent texture well and evenly developed in a man of highly matured brain power and bodily force, each working in harmony with the other.

The degree of quality is one of the first and most important points to decide in judging character, for as all character qualities can only be judged in relative degree, this decision will tinge all other decisions made in respect to the subject.

Where crudity of natural form is found in the face, the developments must receive first consideration in judging the quality of a subject.

Therefore, to sum up the elements that enter into a correct judgment of quality, they are as follows:

First: The degree of development or lack of it that time has worked throughout the face.

Secondly: The inherent fineness or coarseness of the entire make-up of the subject as evidenced by the natural structures of the head, face, hair, muscles and body.

Thirdly: The degree of natural balance that is found between the mental and physical forces and the stage to which both of these have been developed, which will include the degree of activity or sluggishness of the brain and nerve sensibilities.

CHAPTER III

THE PRINCIPLES OF FACIAL EXPRESSION

The mind and body of all of us act and react in the same manner where the same causes are brought to bear, and the difference in reaction is only a matter of degree which is regulated by the fineness or lack of fineness of the whole nervous system (including the brain), the muscle structure, and the activity of the secretory system. Just as the muscle structure of the body may be developed, the weak made strong, the slow in action made to move quicker, so by development may each of these regulating factors be made a more or less potent factor in the actions and reactions of each one of us.

And just as the large muscles of the body become more ready to tense and relax by development and use, so do the muscles of the face, by use and development, increase their power to express what is within. The more developed and therefore the more sensitive is the whole nervous organism of the subject, the more complete will be the power of expression as shown by the muscles of the face.

Just as the mind and body act and react in the same manner to the same causes, so does the face of each of

us plainly indicate the degree of possible reaction to these causes, and, where the same cause is brought to bear with frequency, the face faithfully records the effect, whether the cause is psychological or physiological.

Just as the muscles of the body are tensed in all parts of the body in unison with the nerve force, where it is desired to center all the energies ready for action, so are the muscles of the face and head made tense where it is desired to center the perceptive forces in concentration and mental effort. If you relax the muscles of the face and head it is found that the mind becomes relaxed and mental effort is lessened.

The face, with its fine and complicated muscle structure, the fact that all the organs of sense are located in the face (except touch, which is general), and the fact of its closeness to the nerve and thinking center, the brain, —all these things make it peculiarly well-adapted to tell the story of the whole body; or in other words, the condition of the face is a sure indication of the condition of the body.

In working out the laws of expression the two great forces within us are brought to bear in molding the face, and each has its particular portion of the face in which to record the effect of its processes.

The upper part of the head and face, containing the brain and the educational senses of sight and hearing, is best suited to the expression of the mind force. The lower face, in which we find the senses of taste and smell,

particularly the mouth, which is directly associated with the centers that have to do with the bodily desires, and the thyroid gland, which is located in the neck and controls our emotional side and regulates our degree of power to live, are best adapted to tell the story of the sense excitability and the activity of the bodily side.

Yet in looking for abnormal development of either mind or body, we find the indications carried beyond the normal place for record, and we find that really fine mind-training must bring the physical forces into play in executing the mind's dictates. This is evidenced in the mouth. Likewise, where the power of mind is not being exercised, and the desires of the body are allowed to control, these indications of excess gradually creep into the eye and brow.

In development of expression there are certain psychological and physiological reactions which are uniform in effect and only differ in degree. These reactions on the face are compression and consequent expansion, or a drawing down and widening of all the features of the face. These may be termed the positive effects upon the face, arising from mind development and the exercise of control. The opposite or negative effects upon the face are repression, which is indicated by contraction of the rim line of a rather full and emotional mouth, and which indicates that the emotions are not finding proper expression; contraction or a drawing in of all the features of the face, including brow, nostrils, and mouth and

relaxation, or a loosened or unformed condition of the features, caused by excessive giving way to the bodily desires.

Compression first becomes evidenced in the brow. With the application of conscious thought the brow is drawn down. Compression of the brows, nose and mouth brings with it at the same time expansion of these features. As muscle tension is exercised on these features with controlled force they draw together from above and below and widen from side to side.

This effect on the brow of compression and expansion is according to the degree of power brought to bear, and, considering natural structures, tends to sharpen the lines of the brow throughout its entire width. This effect is produced particularly in the outer half, making the outer point well drawn down so that it stands out. (See chapter on brows for more minute description.) This brow indicates the power to analyze and to think in the abstract as well as the concrete. Plate IX, Figure 1.

Repression and contraction of the brow are the results of the forces being turned inward instead of finding a natural outlet. The eyebrows are drawn downward toward the nose on the inner corner and thrown backward on the outer corner. When this condition obtains it shows the ability to reason and think only about the thing immediately before the eye. The tendency is for the subject to constantly think about everything in its effect on him rather than the effect on the other interested

people, all of which means one that tends toward selfishness and is self-centered. Plate X, Figure 2.

Relaxation of all the features means that the forces are uncontrolled by mind, and the extreme of relaxation is evidence that physical excess and desire are dominating the whole being. Relaxation causes the brow to be thrown backward, the eye and mouth to protrude; and to the degree that the brow and other features is either not compressed or gives evidence of intentional relaxation to that degree will the body be in control. Plate XXXVII.

The effect on the nose (which feature in its development indicates the degree of activity of the vital organs) of compression and expansion is to make the nose responsive in its appearance. It will look alive and active, the color will be good, the nostril not dilated or expanded just at the nostril, but with a fine degree of expansion throughout its whole length, with the rim lines sharply cut and the point of the nose drawn over and rounded by compression. Plate XVII, Figure 2.

The action of contraction is to make the nostril draw in throughout its whole length, literally sinking in, making a hollow from the ridge of the nose to where it joins the face. The rim line of the nostril will be contracted and the septum and the flanges of the nose will be very close together, preventing proper deep breathing. The point of the nose will usually be sharp in appearance, as though the cartilages were about to come through the other tissue. This type of nose is usually small, and the

subject usually weak in constitutional strength and depleted in blood condition, and although the physiological conditions may naturally improve, the lack of self-confidence, the desire to avoid mind and body contest with others because unfit, the self-consciousness and supersensitiveness, are likely to persist in outward expression because this attitude is still a part of the subconscious. Plate XIX, Figure 2.

The mouth is the most sensitive, and also the more finely muscled portion of the face. It is the feature in which we find all the mental and physical reactions and their effects the more strongly shown. The mouth, because so finely muscled and so sensitive in tissue, and so directly associated with the bodily desires and the emotionalism which arises therefrom, is particularly mobile and expressive.

The development of mind will bring about compression, a drawing down and straightening of the upper lip, and a lifting and rounding of the rim of the lower lip. The pressure thus brought to bear will cause expansion or a widening of the mouth as the lips are pressed together. The muscles of the jaw, chin and mouth are drawn backward as they grip themselves in their expression of firm determination to accomplish the purpose dictated by the mind. The compressed and expanded mouth will have full muscle structure. It will be large rather than small, and the compression will draw the red tissue within, lessening the amount exposed, and will widen the mouth

and give it a firm, controlled expression, as opposed to one of hardness or cruelty. This mental attitude is a gradual development from childhood on, and as it grows, the outward evidence of determined, controlled action becomes more and more easily a thing that can be read. Therefore, to the degree of deliberate, even compression and expansion of the mouth lines, including the rim of the upper and lower lips and the center line (the degree of active sensitiveness as shown in the fiber and other indications in each subject considered), to that degree will be found mental activity and controlled bodily action in fulfillment of the mind's dictates—the decisive, self-confident, self-dependent, success-getting man or woman. Plate XXII, Figure 2.

Repression is the result of trying to subdue the body forces, an effort to crush entirely or else to keep within, a power whose inherent nature demands expression. Every human being that is normal must find an outlet for the powers that are in him, or the force turned inward will bring about destruction of nerve control. Therefore, instead of repressing every feeling, as is often the advice given, outlet should be found through legitimate channels.

The mind and body demand relaxation, and proper physical exercise will produce this result. Proper contest with others during exercise will develop a spontaniety in contact with people that will do away with repression, and create a desire to give of ourselves to others for their welfare.

Repression is indicated in the mouth by the full mouth

of naturally soft, moist tissue being dry and often cracked, and the rim lines and corners being irregular and slightly contracted. The upper lip of this mouth usually has a slight upward turn at the rim, and is always accompanied by the full emotional eye. This mouth indicates all the characteristics that go with repression. The subject will be supersensitive, often self-conscious—hypercritical, irritable, ill-tempered, nervously overstrung and often hysterical. (See chapter on Nerve Tension.) Plate XXV, Figure 1.

Contraction means the drawing of the outer corner of the mouth toward the center. It usually occurs more noticeably in the mouth of thin lips and in people of weak vitality (which is usually the cause). It is also sometimes caused by past negative environment. This condition may also indicate a large degree of self-esteem, without physical strength to give the aggressiveness necessary to make the self-esteem an active factor in progress, but instead it will result in remaining an inward thing and will show itself in egotism. This results in the subject drawing into himself on all occasions, for he is afraid of himself in meeting others, afraid of his own judgment. He developes secretiveness and ultraconservatism instead of caution and a thinking mind. It is an indication of weakness, not of strength. Plate XXV, Figure 3.

In explanation of this statement, caution may be considered as the mental quality which permits action only after deliberate thought.

Secretiveness is the inherent tendency to keep all things to one's self.

Conservatism is a bias of nature which makes one do everything and say everything with a reservation of part of the whole action—a tendency to hold back on general principles on all occasions, without having arrived at any reason for doing so.

Relaxation is found in the mouth not developed, and in the mouth of physical excess and dissipation. The former is natural with children and many women, the latter mostly in men. In the former it gives the effect of sweetness, but is lacking in strength; in the latter the mouth appears as formless. Neither condition is indicative of strength of character, and to the degree that the mouth is shapeless, loose or hard in appearance, without compression and expansion, to that degree will the subject be lacking in character development and tried moral worth. Plate XXVIII, Figure 3. Plate XXIX, Figure 2.

Remember in judging the subject that the health of the face structures, as shown by the color, the clearness of the skin, and amount of blood in the cheeks, and the firmness and elasticity, or flabbiness of the muscles of the face, indicate unmistakably a similar body condition, and the reaction will be in accord with such condition.

It is important in judging the relative degrees of compression of the brow and mouth that the type of mind of the subject must first be properly gauged. If the subject has the broad head structure, and full, reflective fore-

head, he will have the slow-moving mind, and the brow and mouth will not be nearly as strongly compressed, although there may be the possibility of a large degree of concentration, determination, decision and control in addition to some degree of obstinacy, but where the head and mouth are in combination with the narrow head structure, strong perceptives, heavy hair growth, and large bone frame, indicating intensity, the compression and expansion will be greater, but the qualities, although more quickly brought to bear, may be no more positive in action.

The difference in the position of the brow and lips in such a case does not indicate a corresponding difference in these qualities, but simply a difference in degree of intensity applied in the process of thought and action.

In judging of any of the character indications shown by the mouth, it is so important to remember the distinction between intensity and emotionalism that it is here repeated, viz.:

Emotionalism arises from the physical side and is contrary to conscious mental effort, and the more of uncontrolled emotion there is, the less of intensity will be found. The more generated emotion there is kept in control, the deeper will be the intensity. Emotion is found with light coloring and active secretory systems, with large activity of the thyroid gland; and intensity is indicated by dark coloring, strong hair growth, fine muscle structure, and large bones, but little flesh.

The more that mind activity and bodily health are found in harmonious balance in the subject, the greater will be the reactions of compression and expansion, the agencies that express positive action; and the more we find of narrowness in mental scope and of constitutional handicap, the more we shall find of contraction and repression working their effects on the face in negative characteristics.

Where lack of control or development is found, we shall find relaxation the more strongly evident, with its negative work in destruction of form. If the upper face is relaxed, we shall find lack of mental application. Where the lower face is unformed, but the brow is compressed, we shall find good mind, with strong body action, but little mental direction of the body side.

Remember in considering the action of these forces on the whole face that both men and women have masculine as well as feminine qualities, and that often men have more of feminine quality than masculine, and that women sometimes have more of a masculine attitude in the reactions of both mind and body than a feminine viewpoint; and that it is important to weigh and determine the degree of this bias before drawing a conclusion as to the character and degree of reactions to which the subject has been submitted. (See chapter, "Masculine *versus* Feminine.")

Also remember that women on the average are more sensitive in organism than men, and therefore more finely

muscled and more susceptible to facial impression, but that men generally have to carry heavier loads, make more important decisions and come more in contact with the world. Therefore, although women's faces are more easily molded, men's faces have so much more to mold them that they are usually the more developed.

It should also be remembered that the face may indicate a difference in mental and bodily action. The brow may be compressed and expanded, indicating breadth of mental scope, and the nostril and mouth contracted, showing ultra conservatism in his relations with people and in his actions. Or the brow may be contracted, indicating attention wholly to concrete things and a habit of considering self first in everything, but the mouth may show expansion indicating definite, courageous action, or it may show relaxation, evidencing lack of control and direction of the forces.

In conclusion of this chapter it is desirous to emphasize the importance of mastering these most important laws of expression, and to realize that although only the brow, nose and mouth have been mentioned as subject to these psychological and physiological reactions, nevertheless they may be followed in their effects on the eyes, cheeks, chin and jaw, although in lesser degree, and therefore not so easily correlated and read.

A careful study of this chapter alone will confirm the statement, that we greatly make our own faces by making our own characters. The stronger the properly controlled

forces in us, the more the burden of responsibility, pain and grief has been placed upon us and cheerfully carried, the firmer and finer will become the character and the face. The character cannot be built without building the face, nor the face strengthened and refined without like effect in constructing the character. The mind cannot grow without the face bearing evidence.

CHAPTER IV

THE HEAD

THE question has been discussed for centuries as to whether it is possible to tell by detailed measurement of the head the character of a person. Scientists differ as to just how much can be done in this field and as to just how dependable is the information so gathered. It is acknowledged that during the recent war, as a result of the many brain operations performed, that much was learned in respect to what is called localization of "broad mental functions," and records of this work are being prepared for the purpose of further research along this line.

Even should this work prove the possibility of accurately analyzing character by the use of measurements, this would not in any way assist the one of whom it is required that he shall be able, at once and at a distance, to correctly analyze the character of the one before him. Nor would it assist in reading the present character of the subject thus to be analyzed.

As to whether the brain by development of mind changes only in quality and not in quantity, is question-

able. We know by actual measurement that the muscles of the body by training, as a result of increased flow of blood, not only change in texture and quality, but also increase in size, and it is reasonable to suppose that use and development will have the same effect on all parts of the body, including the brain.

Therefore, for the purpose of analysis of character by observation alone, it is necessary to depend upon general structures of both head and face, which to a great extent are the result of mind and body conditions, rather than upon any detailed measurements, however accurate they might prove to be.

Like will always produce like, and this law has carried through time without contradiction. According to this law, balance and harmony of outward structure should result in an equal harmony of working forces within.

Upon this premise, which has been tested in thousands of cases, we base the conclusion that the well formed head and face, showing no decided lack of harmony or crudities, is the head and face of the balanced man.

It is not the purpose of this work to cover any of the ground or repeat any of the information contained in the former book of the author on this subject, and for a full description of a balanced head and face and the rules whereby to judge of such balance, you are referred to that book,[1] and it is only desired here to bring forward for consideration some of the reasons as to why the con-

[1] Character Reading Through Analysis of Features.—(Putnam.)

clusions already formed and proven correct by the author are to be relied upon.

In the other work on this subject it is stated that the decidedly narrow head is indicative of narrow mental scope, and observation shows that this narrow head is often accompanied by lack of head development at the back, which shows deficient physical vigor, and this is confirmed by the face being thin, every feature cramped in development, and contracted, the body apparently undernourished, with the blood in a depleted condition, all the result of poor digestive, assimilative and eliminative functioning.

These physiological conditions as evidenced would in themselves result in all the characteristics attributed to this type, viz., lack of courage, both mental and physical, secretiveness, ultra-conservatism, selfishness, lack of self confidence and with tendency toward self depreciation, and as a result of lack of mind and body energy there would be slowness of mental grasp, and indecisiveness.

Where the balanced head and face is found, with good width of head from ear to ear, with good proportionate length of face, head in profile a complete half circle from the brow to the nape line of the neck, the face in profile divided into equal thirds, the forehead showing muscle development, the brow compressed, the eye deep-set, bright and clear, the nose active and well developed, the mouth well formed, the chin drawn up, the skin clear and of good color, the muscle structure indicating elasticity,—

this evidence is for balance of qualities, good planning ability, good judgment, plenty of energy and action, with reasonable caution, but quick decision. Such a combination of indications plainly bespeaks good active mind, good heart and lung action, good digestive, assimilative and eliminative functions, with the secretory systems well in harmony. This bodily condition in combination with a well balanced brain and nervous system, is certain to result in the man of real abilities, with the mind activities well in harmony with the sense appreciations. Plate II, Figure 2.

Where the head is wide from ear to ear, the neck is full in the back, the forehead is low, the face is round, the brow undeveloped, the eye prominent, the nose coarse in structure, the mouth unformed, the chin and body fleshy, it is certain here will be found the sensuous type, with the sense messages to the brain centers retarded, and the paramount purpose of such a subject will probably be the gratification of the bodily desires. Plate II, Figure 3.

The brain tissues will undoubtedly be encumbered with flesh much as are those of the body, the face and the vital organs, and consequently the mind will be as ponderous in action as the body. This subject will enjoy a play upon the senses, be slow and over-deliberate in thought, depend more upon "hunch" than upon cold analysis, and thus avoid hard concentration and mental effort. He will be better at planning things than at doing them. The emotional side will be in control.

This condition is caused by over active secretory system, including the lymphatic system, the thyroid and other glands, with too active a heart and not enough of lung power to supply necessary energy. It means a lack of balance of the functioning of the vital organs of the body, and a corresponding lack of balance in the character make-up of the subject.

The over-active secretory systems in this type cause the slowing down of mental and bodily action, and therefore greater caution. This caution in the trained mind of this type will result in longer deliberation and a consequently deeper degree of analysis than in the mind of more rapid action. The last decision of this subject is his best. He has what is termed the judicial mind.

It is interesting to note that the head and face structure in the lower races gives strong evidence of their rudimentary development. There will be no upper forehead evident in these lower races; the muscular development of the forehead is entirely absent, and the skin is stretched tightly over a crude, bony structure; the nose is barely more than two round holes in the face; the mouth will be formless and apparently without the muscle development to control its looseness, and the chin will be almost entirely lacking. Although the nose, mouth and chin are so individually lacking in their prominence, nevertheless the whole profile will slant from the forehead, placing the lower face from a half inch to even two inches further advanced than the brow above. This

formation as described compares well with that of animals more closely resembling the human race in form. Where this structure is found in the human race (it is found in a mild form in some white people), it is an indication of animal tendency as distinguished from sensuality. Where this structure exists it will also be found that there is but little sensibility or activity from the nerve side. Irritability and other indications of nerve excitability will be absent.

CHAPTER V

THE FOREHEAD AND BROWS

THE forehead and brow have always been remarked upon where degree of mental power has been under consideration, not only by physiognomists, but by authors, when building word descriptions of characters in literature.

The greatest factor in man's success is a trained mind that can be depended upon to function with correctness in all its different departments, and under all conditions.

The eye is the indicator of one's mental quality, and to a degree it shows the power of and manner in which the mind functions, but the breadth and scope of the mentality and the way in which it has been trained can only be judged from the forehead and brow.

In the chapter on "Head" the operation of the law of balance is fully discussed, and these same rules must be brought to bear in judging the natural structures of the forehead and brow; also the chapter on the "Principles of Facial Expression" in their operation as outlined are equally to be considered.

The quality, or texture as it is sometimes termed, which

includes degree of nervous energy and fineness of muscle structure of the subject, must be taken into account in making a just estimate of the mind power as evidenced by these features.

The development of the muscle structure of the forehead and brow, their flexibility and responsiveness, or lack of these qualities, carries great weight in judging the degree to which the "Principles of Expression" have affected the development of the brow; for it seems that concentration of the mind produces greater activity of, and flow of blood to, the muscles of the forehead, and therefore a greater development of them. Plate VII, Figure 2.

It has been proved by observing thousands of cases that the extent of the upper forehead, other things considered, is an indication of the degree of power to imagine and reflect. These are inherent qualities, and the development of the muscle structure of the upper forehead gives evidence as to whether these powers have been controlled and developed into the working forces of creative thought, planning and reasoning.

Observation also proves, and there is other evidence to support the conclusion (a baby or idiot has no lower brow), that the degree of compression and expansion of the lower forehead or brow is evidence of the degree of natural tendency toward, and developed power of, accurate judgment and decision in relation to things that have been observed. It is also indicative of the degree to which

the processes of the reflective and imaginative part of the mind are directed by conscious mental effort or allowed to run riot.

Therefore it is greatly to be desired that there shall be a well-formed upper forehead, nicely muscled, in harmony with a definitely sharp-cut, well-developed brow, if proper balance of mind operation is to be expected.

Although psychologists seem to differ in their opinions as to whether there are two minds (often entitled the conscious and the subconscious), and as to whether the subconscious mind has anatomical representation or is a thing outside of ourselves, it at least seems certain that different parts of the mind have to do with separate mental processes; and that as the mind is trained and developed these processes are brought more closely into working harmony one with the other, each strengthening the other and bringing one closer to the balance of power that is so much sought.

All observations point to the correctness of the conclusion that each is born with the reflective and subconscious mind, active within, and that at birth and for some time thereafter the power of directed thought is wholly absent. Each is born with a natural tendency either toward a love of conscious mental effort or the reverse. Environment and association in conjunction with the natural tendency toward conscious thinking power will regulate the degree of their development.

The reflective and subconscious mind, in other words,

may remain just what these names imply, purely aimless thinking, and an untidy storehouse of knowledge until the perceptive and conscious thinking powers are developed to the point at which they can begin to take charge and direct the mind processes. As this correlation of these powers proceeds, logic is acquired, and the subconscious mind becomes less and less a thing to be marveled at and more and more a thing to be depended upon.

The knowledge in the subconscious mind consists of things buried beneath more recently acquired knowledge, habits that have been formed and knowledge that has reached the mind as a result of sense records which were too indefinite to be consciously recorded.

The reflective or subconscious mind must be made more and more the tool of the conscious and perceptive mind, until it is possible to reach into what is termed the subconscious mind at will by exerting the force of developed concentration of the conscious thinking powers, and take therefrom the substance of the thought that is passing through the reflective mind and bring it into the realm of the conscious thinking mind, ready for decision and expression.

Therefore, it seems that the subconscious mind (as is commonly thought) does not depreciate or become less active by the development of the conscious thinking powers, but rather becomes a known and at will usable force as the power of perceptive mind is made to more and more control the mind processes.

Some have chosen to term faith as the key to the storehouse of the subconscious, but such a one either intentionally or unknowingly is making excuses for his mental indolence and lack of mind training. Proper perceptive development would enable him to produce by mental effort, when wanted, the knowledge and the judgments that seem to evade him when placing reliance on the more easy but not more efficient method.

Proper correlation of the reflective and perceptive mind is only attained by definite training of mind in this direction, and therefore is not often found in large degree.

That the mind and the body should have their forces correlated so that they may work in harmony one with the other is equally important. The body must be trained to act quickly and accurately in motion in obedience to the dictates of the mind, but the body must do more than this if properly developed. Where the mind is brought to bear in deep concentration in either thinking out a problem or expressing it, not only the brain or nerve centers, but every nerve in the body, should tingle in response to the exercise of the controlled and vibrating energy within. It is only where such correlation is attained that there will be found a highly trained, direct and powerful mind with a magnetic and forceful personality.

Those of rudimentary structure appear to be incapable of attaining this higher development of the nervous system as they lack in inherent sensitiveness and fineness of brain and nerve organism.

As a result of observation (and the conclusion has been confirmed by those observed) it seems that a well-balanced high upper forehead, well curved and nicely proportioned in width in this region, is indicative of a fine imagination and good powers of reflection. These qualities, when properly directed, give ability to reason from cause to effect, good creative and planning ability, good comparative powers to work in harmony with the power of analysis indicated in the lower brow, and if the forehead is broad in the upper region, with prominent curved surfaces near the outer edge, there will be well-developed power of reasoning in the abstract, which will be confirmed by fine sharp-cut brows at the outmost corners. This last named quality is infrequently developed, as so few ever train their minds to the point at which they are masters of this type of reasoning.

Where the upper forehead is narrow in structure, the reflective mind will likewise be cramped in its operation, and its processes will be confined wholly to reasoning along beaten paths and about the concrete thing that is immediately before the eyes. This mind will tend to be intensely practical in its conclusions and fond of details, which often will result in great conservatism, with a tendency toward being self-centered. Plate VII, Figure 4.

Where there is practically no upper forehead, and it is what is termed a "low brow," the subject will be materialistic, will have no ability to plan, but will expend great

energy without the proper direction necessary to obtain results. Plate V, Figure 1.

In the development of the lower forehead or brow compression, expansion and relaxation, as outlined in chapter on the "Principles of Facial Expression," are brought more into play as molding influences, and there are four distinct degrees of either compression or relaxation which it will be interesting to compare.

In making these comparisons the natural structures of the brow must be accurately judged and constantly borne in mind, so that the subject with a naturally prominent eye, but which has developed against type and forced the eye back into the head, may get full credit for the developed condition.

Here, just as in the upper forehead, the structure should be broad and at the same time full. In other words, the outer corner and center of the brow should be actually or nearly in the same plane, which gives a rather sharp and square effect. The outer corner of the brow should be well filled by surrounding development, and when associated with the deep-set eye, the brow should definitely overhang the eye.

When this type of brow is drawn down close over the deep-seated eye, it is even in its compression throughout its whole width, and is found in the subject of high quality and fine nervous energy, it is what may be called the *first degree of compression.* It indicates the mind of scientific research, fine power of observation, concentra-

tion, analysis, attention, penetration of eye, with ability to visualize in detail the things seen, in combination with plenty of bodily energy.

Particularly does the development of the outer corner of such a brow indicate justice of thought in his relationships with others, orderliness in the placing of material things, and logic of mind. This quality is the one brought into operation in deciding action on moral questions. Plate V, Figure 2.

In gauging the degree of judgment as to the moral code, it is particularly necessary to take into account the general quality of the subject, for if the quality is very coarse, even when there is good outer brow development, it can hardly be expected that there will be anything but a rather crude moral standard; whereas where the subject is of high type, even though the brow is not drawn down on the outer corner, as it should be, ordinarily, only minor breaches of good morals may be expected.

Morals are abstract things. Therefore it is necessary that there be good reflective power to reason out the justice of a particular action, but it is the perceptive region that must be relied upon for a correct premise from which to reason, and for action after a conclusion has been reached.

For evidence of directed thought it is well to analyze for contrast those that are known to lack this quality. We therefore turn to the young child, who has no perceptive development evident in the outer corner of the brow,

and the ability to judge of moral questions comes to him as result of development through training, indicated as the lower and outer brow is built in. Note as additional proof of this fact that neither idiots nor animals have any extension of the brow on the outer corners, but both usually have their brows either entirely lacking or thrown backward in this region. It is also usually found that both the idiot and most animals have some development in the middle of the lower forehead, and the brow in this region is drawn inward and down toward the root of the nose. Outer development means a just premise in relation to moral code, which idiots and animals lack. Inner brow development means power of observation and properly guided bodily movement.

Idiots and animals also lack directed reflective power—the other faculty which must be brought to bear in regulating the relationships of people in their dealings with each other and their property rights. A sufficiently vivid realization of the results of an act will often prevent its performance.

The first degree of compression (the scientific mind) which has been outlined represents the highest degree of development of the reflective in harmony with the perceptive mind, and is only possible in one of highly perfected nervous organism. Plate V, Figure 2.

The *second degree of compression* (the mechanical mind) is more the result of quality conditions than degree. The brow is narrower, not so compressed, more bony and

less muscular, and the structures of the upper forehead are not as full as in the scientific mind. This brow indicates the mechanical and mathematical mind as compared with the scientific, and the artisan as compared with the purely hand worker. Such a mind is much more limited in its scope of operation. Plate XXXVI. Where this last brow is even less compressed, with the brow less drawn down, more bony and no muscle development between the brows, with even less of general quality in the subject, there will be found the one that prefers to work with the hands rather than the head. The heavy bony brow in this case merely indicates accurate judgment in physical action. This type usually is of the lower class of a dark, energetic race which works on railroads, etc., as laborers. Plate VII, Figure 3.

The *third degree of compression* (the artistic mind) is always found with the prominent eye, broad head, high forehead and active secretory system of the emotional type that loves art, music and a play on the senses. Such people are more ready in emotional response, although they have the minds that are slowest in conscious thought, and because of their passivity are readily impressed by the minds of others. The perceptive mind, on the other hand, is too consciously active within itself to be readily open to impression by the minds of others. The artistic subject is usually of good quality, and prefers to live in the subconscious. He has a tendency toward mental and physical indolence, thus particularly dislikes conscious mental effort.

Where the compression of the brow is somewhat less than in the purely artistic type, but the other conditions are the same, the art will express itself without detail and in a less definite form. The portrait artist is more a lover of detail, and is often inclined to be mechanical in his work, and his brow will be more compressed than the purely artistic type. Plate X, Figure 4.

The fourth degree, in position of the eyebrows (the credulous mind), is one of relaxation, with the brows thrown upward and backward, and indicates the negative thinking, credulous, indolent mind, no matter what the other structures may be. If the other structures are bad it will indicate the shiftless one of unthinking mind. Plate IX, Figure 4.

The compressed brow, just as the deep-seated eye, indicates the mind that will gather the substance of a thing, whereas the uncompressed brow and prominent eye get the form only. The former has the acquired knowledge ready for use, but the latter must call back the information for analysis and further consideration before making application of it. It would seem in teaching students that special attention should be given to the development of a reflective mind in those that are nearly wholly perceptive, and every effort should be made to build in the power of analysis and concentration where the reflective side is plainly dominant. Plate V, Figures 1 and 3.

The brow that is more strongly contracted and drawn

down in the middle rather than on the other corners, in some cases very noticeably in this form, indicates the one that is inclined to be materialistic, selfish and self-centered. The effect is produced by looking and thinking wholly of the thing immediately before the eyes. Plate X (extreme), Figure 2.

Where the brows are thrown back at the outer corners it indicates the lack of ability to reason in the abstract, and therefore limited moral perceptions. Plate LV, Figure 2.

Where the brow is contracted more over the inner corner, with a deep-set and narrowed eye, but the upper eyelid has not developed the droop of mental concentration, there will be found decisiveness of physical action. Where this is discovered it will also be noted that the lower lip is drawn forward and upward, the mouth otherwise loose, indicating the exercise of brute force without consideration in physical contact with others. This brow and mouth will always be found in combination with each other among football and baseball players, and those who devote much of their time to physical combat.

The brows but little compressed, but the rim line of the upper eyelid drooping over the eyeball about one-third, held there firmly with the droop of mental concentration, when confirmed by only a mild compression of the lips, indicates the power of concentration, but a lack of sufficient concentrated body force to result in physical action.

Where the brows by their heavy muscle structure in-

dicate they are naturally inclined to be strongly compressed, but they are thrown backward, causing heavy wrinkles on the forehead, this is the indication that the mind and body are indecisive in action, and that the subject is accustomed to serve others rather than to depend on self-direction. This condition of forehead is often found where nervous prostration or dissipation has caused a constant relaxing of a well-trained perceptive brow.

The brow that runs at right angles to the nose, except on the extreme inner corner, where it turns upward, is a position assumed as a result of feeling supercilious, cynical, skeptical and critical, but not analytical.

Where the brow slants backward from the center, the outer half farther back than the inner half, it indicates a lack of justice of thought and a tendency toward resentments and petty jealousies. Plate LV, Figure 5.

The same is true where the outer corner of the brow, although as far forward as the inner corner, is thrown back, and also indicates a lack of, orderliness in placing material things or, ability to take correct premises from which to reason. Plate IX, Figure 5.

Where a good mind becomes unbalanced and insanity results, the brow as well as the eye will develop a large amount of nervous movement, and will constantly draw, then relax in the center, with a decided and increasing degree of relaxation on the outer corner of the brow. This indicates the lost ability to concentrate the mind or

to further reason in the abstract, with a complete collapse of moral judgment.

Worry will contract the inner corners of the brow, causing a lot of small wrinkles between the brows, and relax the outer corners.

As the eyebrow is such a good indicator of the degree of body hair growth, it is well to here call attention to the characteristics that are evidenced by hair.

Heavy body hair growth indicates a large degree of intensity, vitality, constitutional strength, and tenacity to life, with a virile, magnetic nature. Authorities hold that the amount of body hair growth is in direct relation to the activity of the thyroid and reproductive glands that have to do with the life side of Nature. This explains the relationship of hair growth to character.

There is no part of the face that lends itself more readily to experiment from the standpoint of expression than the brow, and the causes and the results suggested in this chapter can easily be confirmed by any thinking person.

In the study of this feature, as in the study of all others, the great thing is to be honest with one's self in his analysis; so few can really analyze accurately their own sensations. The subject matter of this chapter may all be proved by psychological test and experiments in the laboratory.

CHAPTER VI

NATURAL AND DEVELOPED EYE STRUCTURES

The eye has often been likened to a camera; the pupil corresponds to the diaphragm of the camera; the lens of a camera to the lens of the eye, the film in a camera to the retina of the eye. The lens of a camera is moved forward and backward to bring about a correct focus; the closer the object which is to be photographed is to the one taking the picture, the further the lens is projected outward; the further away the object is, the further back the lens is drawn. The same result is accomplished by the lens of the eye accommodating itself to near objects and those in the distance by changing the degree of convexity of the lens.

The commonly accepted theory of the muscular action of the eye is as follows:

"When the eye is at rest, or fixed upon distant objects the suspensory ligament exerts a tension upon the lens which keeps it flattened.

"When the eye becomes fixed on near objects, as in reading, sewing, etc., the ciliary muscle contracts and draws forward the choroid coat, which in turn releases

the tension of the suspensory ligament upon the lens and allows the anterior surface to become more convex. The accommodation for near objects is an active condition and is always more or less fatiguing. On the contrary, the accommodation for distant objects is a passive condition." [1]

In other words, where the eye is normal and relaxed it is gazing into distance, and not noting objects at close range or in detail. The alert active eye is seldom at rest except during sleep or when the emotions are in control. In the latter case the eye muscles are always being exercised and developed as a result of a constantly varying degree of contraction; and as the eye training is a mental process the mind is also being developed.

Where the eye is farsighted (hypermetropic) it is necessary that the muscles of the eye be kept even more constantly at work in contracting the muscles of the eye so as to produce sufficient convexity of the lens that objects may be seen with sharp lines and an accurate focus attained. Plate XI, Figure 1.

Where the eye is nearsighted (myopic) the lens is in its normal form too convex, and according to authorities it does not appear that there are muscles that can be brought to bear that will further flatten the lens (although an effort to do so seems to cause contraction of the muscles outside the eye which often results in squinting) so that the object may be brought to a proper focus. Therefore to bring about accommodation in this case it is

[1] Anatomy and Physiology For Nurse.—Kimber & Gray.

necessary to bring the object itself closer to the eye, which also helps to limit the light rays entering the eye, both of which effects result in more clear vision of the object. Plate XIII, Figure 3.

As there are only few objects that may be brought close for inspection, the nearsighted eye receives but limited training in observation, and the perception so dependent upon the eye is likewise handicapped in its development.

Observation is the result of conscious mental application, and as the exercise of emotion is contrary to such application, the emotional eye is the relaxed eye looking into space without making a record of the things which pass before it.

The expression "blind" with anger or emotion has arisen from this result, for extreme emotion causes relaxation of both the muscles which enable the lens to bring about a correct focus upon the object and the muscles of the pupil of the eye which regulate the admittance of light to the eye.

It is easy to see from these facts that the deep-seated eye or farsighted eye is the mentally trained eye supported by good mind, whereas the prominent eye is the emotional eye of one living in dreams, and that the exercise of mind in constantly contracting the eye muscles will make the eye deeper seated, whereas the exercise of emotion as a result of constant relaxation will result in the eye becoming more prominent.

The muscles of the eye are very delicate and sensitive. When in the farsighted deep-set eye an indistinct image of an object—not clear because out of focus—is reflected on the retina, the ciliary muscles of the eye quickly contract and release the ligaments that flatten the lens so that the lens becomes more convex and a correct focus is obtained and a definite image is reflected upon the retina.

Extremely accurate, detailed observation can only be secured by contracting and tensing all the muscles of the eye and surrounding structures. Fineness of face and body muscles and sensitiveness of nervous organism will always indicate (physical defects excepted) alert operation and sensitiveness of the eye in its perceptions.

Accurate perceptions are the foundation upon which accurate thinking is based, and a mind trained to accurate discrimination as to values will demand of itself accuracy in all things, and thus it is seen that the deep-seated eye is often the farsighted eye and always the intellectual eye, the eye of conscious thought, and therefore the eye that visualizes in detail has the power of accurate observation and sustained concentration.

Active and constant use of the eye muscles by frequent contraction develops strength of these muscles and a consequent alertness and vigor. As a result of the lens of the deep-seated eye being flat, a greater space exists between the lens and the cornea or outer covering of the eyeball, which gives the eye of intellect a fine deep clear-

ness and transparency instead of the surface transparency of the prominent or emotional eye.

The sensitiveness, vigor and healthful appearance of the eye are greatly multiplied by the increased flow of blood to the eye. Conscious thought and effort brought to bear upon any particular part of the body will produce a similar result.

Again we compare the eye to the camera as an illustration that will make clear the point to be made.

The diaphragm on a camera corresponds to the pupil of the eye and regulates the amount of light which is allowed to pass through the lens and register upon the film. Too much light so diffuses the image that no sharp lines are found, and the closer the diaphragm is cut down (the degree of light considered) the sharper will be the details of the picture.

The pupil of the eye likewise contracts when bright light is brought to bear or when centering on a near object.

The deep-seated almond shaped eye is also shielded by the brow and has the capacity to draw the lids tightly over the eyeball, all working in harmony with the contraction of the heavy overhanging brow in its fine construction, to regulate the light that penetrates to the retina, the "film" of the eye.

Heavy contraction of the brow draws the muscle structure down and forces the upper eyelid to droop over the iris of the eye. At the same time, by the same compres-

sion, the eyeball is forced backward, which, as has already been seen, restricts the entrance of light and causes a finer centering upon the retina of the image of the thing observed. The increased concentration gives the eye greater penetration.

It is not the eye upon whose lens many images are reflected that really observes, but it is the eye whose lens is properly adjusted, with light properly regulated, so that there are sharp-cut images—the eye that really sees and records a detailed mental picture which may be recalled at will.

The naturally deep-seated eye much used, as a result of the constantly exercised muscular effort, becomes even deeper-seated, and the subject with the naturally prominent eye, by application of conscious mental effort to increase the power of eye perception and observation, will gradually draw the eye backward and develop eye and mind control. The structures surrounding the prominent eye will undergo marked changes in accordance with this development.

The eye of balanced color usually, other things being equal, is the better eye for close general observation, as the eye light in color accepts too much light, which causes the image to be indistinct, if not actually crossed with light waves. The eye decidedly dark in color does not accept enough light to get the nicety of reflection, to give the power of observation that can be attained with the gray, very dark blue or hazel eye coloring.

The prominent eye, from the very fact of its prominence, lacks ability to regulate the entrance of light to the eye, and too much light makes the reflected image indistinct.

To prove this, bore a hole in a cardboard; first look with the uncovered eye at some letters in the distance; then place the hole in the cardboard to the eye and look at the same letters, and it will be found that in the latter case the vision is much sharper and clearer.

The fact that the lens of the eye has bulged forward from childhood without ability to draw the lens into a more flattened position, and thus secure an accurate image of the thing seen, has caused the mind to accept less than exactness in perception.

The mind should control the emotional side. Emotion, whether caused by pain or pleasure, is the result of relaxation of mental control, and the more emotional the person the more complete will be the relaxation of all the muscles of the body when the emotions are stirred.

This tendency toward emotional relaxation will be the most strongly evidenced in the delicate eye structures and, therefore, natural position considered, the more prominent the eye the more active the emotional side and the less of control of the forces may be expected; and to the degree that the eye has been drawn backward, natural structure considered, to that degree has conscious thought been developed and exercised and emotion brought under control.

The more that relaxation is allowed to take possession

of one, the more active and uncontrolled the emotional side will be, and the eye will become more and more prominent as a consequence.

It is well known that any affection of the thyroid gland, as in exophthalmic goiter, will increase the prominence of the eye as the affection increases, and it is also known that the control of the emotional side will decrease in accordance with the growth of the disease.

The more the emotional side is allowed to control, the more keen will become those senses which are cultivated by and are dependent upon the emotions, such as appreciation of food, drink, the artistic side and music, and likewise a more explosive temper and petulant irritability will result.

Tears are the evidence of extreme emotion, but there are many lesser degrees of excitation of emotion and sympathy, and these lesser stages result in making the eye moist with a surface appearance of liquid transparency because the lachrymal glands are made active.

Where the prominent eye is present, it is always an indication of a very active thyroid gland and vigorous secretory (including the lymphatic) systems, which tends to give active sense appreciations. It is acknowledged that quickened heart action and protruding eyeballs are caused by affection of the thyroid gland.

The foregoing discussion explains why dissipation, physical excess from the standpoint of sex, as well as temper, and their resulting relaxation of muscle control cause

the lens of the eye to become more convex and the eye more and more prominent.

Constant excessive play upon the sensibilities causes a deadening of sense perception and in the eye this is evidenced by the delicate eye membrane losing its sensitiveness. The eye loses its clearness of observation and becomes dull and lifeless in its perceptions, as well as in its appearance. Plate XI, Figure 2.

Just as training is necessary to perfect the sense of hearing, tasting, smelling and touch, that they may give accurate perceptions of values in their respective fields, so it is even more necessary to train the eye, the most important of all the sense organs.

The character of the thought of a man when looking at a woman may easily be determined. If the thought is of a purely mental nature, the upper eyelid will be drawn down over the iris of the eye to the extent that the mind is concentrated, and there will be no contracting or drawing up of the lower eyelid. If the thought is of an animal and emotional character, the muscle extending along the rim line of the lower lid will tighten and become rigid.

Where the iris of the eye in profile is vertical in its position, it shows a good balance in the activity of mental and physical force. Where the upper half of the iris is advanced beyond the lower half, it indicates over-mental activity.

When the lower half of the iris appears to advance be-

yond the upper half, it is evidence that the physical and emotional side is dominating the personality.

These indications are more easily estimated in the naturally deep-seated eye than in the prominent eye which, as is seen, is always the more emotional.

Where the rim line of the lower eyelid sinks away from the eye in a face that is devoid of emotional expression, it is an indication of inherent and continued constitutional weakness. In other words, this condition of the muscles of the eye indicates that they are no more elastic and firm than are the muscles of the body.

The development of the muscle which extends the full length of and borders the rim line of the lower eyelid, is of particular interest. From the degree of development of this muscle (the amount of the subject's nerve activity considered) we may judge the extent of his active sense excitability, and the fineness of the structure of this muscle indicates the quality and the intensity of the sense reactions. Plate LV, Figure 5.

This muscle is brought actively into use only when the mind is relaxed and the emotions are played upon. Laughter, pain, or any natural but periodical disturbance of the emotional side, irritability of nerve centers, sense pleasure either of the mind or body, all have the effect of knotting this muscle and the expression of any one of these emotions will increase its prominence. Any of these causes constantly brought to bear will result finally in a permanent outstanding of this muscle.

Even after this muscle has grown permanently prominent, it becomes relatively even more prominent, taking on a whitish look during, and for some time following, extreme play upon the feelings.

This muscle development occurs only where the senses have been excited frequently by some one or many of the mentioned causes.

As this development is evidence of sense excitability, the truly coarse of structure can go greatly to excess without this muscle becoming prominent.

Those of fine nervous organism or those that are bodily weak will show the results of such play upon the sensibilities more quickly than those more evenly balanced from the mental and physical standpoint.

Where this muscle is developed by giving way to a sense of the ridiculous and its accompanying relaxation in laughter, its prominence will be in combination with wrinkles that are termed "crow's feet" and also with full but evenly formed moist lips without any appearance of hardness of structure. The balls of the cheeks will be rosy and prominent; the subject will be full blooded and the whole face will tell of a happy nature.

Where continued pain and suffering is the cause, the eye will be sunken and tend to be dead in appearance; the cheeks will be hollow, the mouth drawn in its lines, with the corners drooping.

Where the prominence of this muscle is caused by irritability of the nerve centers or nervousness, there will

be a frequent twitching of the muscle beneath the eye, the brow and nose will be contracted. There will be a bagginess at the outer corner of the upper eyelid between the brow and the rim line of the lid, which will give it the appearance of being filled with liquid. The rim lines and center lines of the mouth will be irregular and the red tissue of the mouth will be parched and cracked. Plate L.

If the indications of nerve stress are visible, but the muscle beneath the eye apparently has been more prominent in the past than at present (judgment must depend, in deciding this, on whether the development is full and firm, or wrinkled), and if the perceptives in the center of the brow give evidence of having been more contracted in the past and therefore more active, and the brow plainly shows that it has been intentionally relaxed, then it can be safely concluded that the subject has suffered from nervous breakdown as a result of over-application to detail and was forced to change his occupation so that he might recuperate. The number of years since this occurred can be judged approximately by carefully weighing the present evidence of nerve tension.

Excess of sense (sex) pleasure results in the greatest development of this muscle, and usually is accompanied by more or less bagginess which extends from this muscle downward toward the cheek. Plate XXXVII.

Where the subject is high strung and passionate, this condition is also indicated by dilated nostrils and a mouth

with lips hard and muscular in appearance, with more than ordinary coloring of the lips and surrounding tissue. Plate XXVIII, Figure 3.

Where the subject is animal in tendency the mouth will jut forward and the lips will be formless and sensual in appearance. In this latter case the muscle of the rim line of the lower lid will be very coarse in structure. Plate XXII, Figure 3.

This muscle is often developed by mental emotionalism caused by constantly throwing one's self into the reflective and imaginative side in singing and in the production of art in its many phases. In this case it is accompanied by a fairly prominent and full eye and well-formed mouth.

In the case of singers the constant use of the vocal chords reacts in stimulating and increasing the thyroid secretions, resulting in the tendency toward obesity apparent among vocalists.

Extreme excitement of the emotions from any cause results in drawing up the lower eyelid and at the climax of the sense appreciation the eyeball will bulge forward and be turned upward and the eye closed.

Where the heart action is greatly stimulated by such excess of emotion or through constant overtax, a fullness or bagginess will extend downward from this muscle toward the cheek.

This fullness will usually take on a whitish color and be found in combination with a raised red spot on the cheek bone, which pulsates during excitement and is evi-

dence of an over-responsive heart action and often indicates what is termed a heart murmur.

Emotion when roused has a tendency to militate against conscious mental effort, just as stopping to think does away with emotion. When the power to really think is strongly developed and well in control, the emotions when roused act as a stimulant to even greater mental alertness. The friction of these forces caused by the exercise of the necessary added control creates what is termed personal magnetism, which reaches into the hearts of those addressed.

The deep-seated eye, as has been shown, is the mental eye, the eye of controlled thought. The prominent eye is the eye of emotionalism, and it is difficult for the strongly emotional nature to build into itself a sufficiency of conscious thought power to overcome the tendency to allow the feelings, when brought to bear, to result in loss of mind control to a greater or lesser degree.

To the degree to which emotionalism interposes itself, the ability for cold analysis is weakened.

A fine deep-seated alert eye is the index of a keen active mind, and development of the structures surrounding the eye is always evidence of trained observation and of trained mind. It has been stated upon good authority that eighty-seven per cent of all sense perceptions are received by the eye. It works all the time and this work should be intelligently directed so that a maximum of education may result from this most important sense.

The deep-seated eye is always overshadowed by the heavy brow, indicative of trained perceptives. This eye observes in detail and consequently the mind visualizes things seen in the same manner.

If the eye is alert and concentrates upon each thing coming within the range of vision with almost instant penetration, the power to visualize will be general in scope and a vivid mental picture of all things seen will be retained. This will mean a fine memory built upon the law of association. Plate XI, Figure 1.

The eye that is rapid in movement indicates a mind that works rapidly.

The eye that is neither deep-seated nor prominent, accompanied by a brow that has well-developed perceptives (considering the eye location), will tend to visualize typography, contours, buildings and structural plans and things as a group, rather than singly, but not details, as this eye is a more emotional eye and therefore will not be as deliberate or concentrated in the attention devoted to the thing observed. When an eye of this character is in conbination with good mechanical and mathematical ability, the subject is peculiarly well equipped for structural engineering or ordinary building work.

The deep-seated eye observes and sees the detail first and broadens its range of vision to include things in general, whereas the medium deep-seated eye sees things in general first and then narrows the range of vision to the detail. The prominent eye without brow compres-

sion does not give sufficient attention to observe, nor does it visualize at all.

The deep-seated eye is the eye of analysis, and belongs to the mind of scientific inquiry. The mind associated with this eye is logical and will store the substance of acquired knowledge, whereas the mind in combination with the prominent eye retains only the form.

The deep-seated eye stores the mind with accurate knowledge of things seen and literally absorbs knowledge, storing it in a digested form ready for use, whereas the prominent eye stores the mind with things read in books, and it is necessary to mentally review the knowledge so gathered before using it.

The deep-seated eye literally reads a word at a time with an inquiring mind; whereas the prominent eye, when trained, figuratively grasps a page at a time. The deep-seated eye refuses to allow one to do other than analyze all that comes before it. In other words, where the deep-set eye is found, the perceptive or conscious thinking mind will be in control and operative; but where the eye is prominent, the reflective and subconscious mind will be the more active and the subject will act more on intuition and "hunch" than on cold analysis.

Where the iris of the eye is out of center (it normally is centered) and the white of the eye shows between it and the lower eyelid, it is indicative of lack of control of the emotions and passions, and is often evidence of dissipation, excess of sex excitement, the continued use

of drugs or the excessive use of liquor. Plates XI and XII, Figure 2.

The eyeball is held in place by controlled effort established as a habit. When this control is lost, from going to sleep (or in death), while the subject is under the influence of liquor or drugs, or when the subject is blind and exercise of sight does not require the iris to be centered, the eyeball draws upward. Frequent giving away to any of these causes seems to so deaden the eye muscles that they cannot longer complete their task and the eye will be only partly drawn down to its proper position, so the white is exposed even when the subject is not then influenced by these causes.

Giving way in excess to imaginative dreams or in insanity the same result will be produced in lesser degree.

Insanity caused by over-use of the perceptive mind or by worry will draw the eye more deeply into the head and the eye will be furtive, extremely active, and almost brilliant in its transparency, which is caused by over-activity of the brain and eye as a result of excess of blood pressure. This type tends to be dangerously treacherous.

Insanity caused by vague imaginings and over-development of the emotional side will result in the eye becoming even more prominent, with a surface transparency, and this type tends to be uncontrollably violent.

The one arises from holding the mind so rigidly in control that it has ceased to think, and worry causes the

unbalance; the other arises from not holding the mind sufficiently in control.

In the dementia type of idiot the mind is dulled and the brain is gradually degenerating so that its stupidity will reach depths even lower than that of the animal. With this condition the eye will be dull, not only in expression, but the surface will have a dead appearance. Plate XI, Figure 2.

There are four droops of the upper eyelid over the eyeball; all arising from different causes and all easily distinguished one from the other, but all important:

First. The habit of sustained concentration of the mind in analysis of either the thing immediately before the eye or the abstract thing will result in the upper eyelid, which is drawn back practically touching the brow, dropping about one-third over the iris of a deeply-set almond shaped eye of deliberate activity. Plate XI, Figure 1.

Instead of a sustained concentration, which is customary with a deep-set eye and developed perceptives, a more prominent eye (indicating emotion), will develop what may be termed a momentary concentration or centering of the eye, often repeating this action many times in a short period. This habit is only to be recognized from the expression at the time when it is being practiced as it does not produce the permanent droop of concentration.

Second. Genius of a creative quality is evidenced where the brow is strongly perceptive in development,

but the eye is more prominent and emotional and the brow less concentrated, not as close to the eye, the upper eyelid dropping almost a half over the iris of the eye, giving the appearance of a dreamy looking into the distance, while in reality the glance is turned inward in searching analysis of some abstract problem. This mental attitude is the cause of the result. It requires the man with the eye of concentration to capitalize this man's inventions. Plate XII, Figure 1.

Third. Self-consciousness is indicated by the brow but slightly contracted, and far from the eyeball, the eyeball prominent but lacking the life and surface moisture and transparency of the emotional eye, the upper eyelid dropping from one-third to a half over the iris of the eye, the eyelid actually lacking muscular strength to draw itself upward to its correct position. Plate XIV, Figure 3.

The lower lid in this case will usually droop away from the eyeball, exposing the white of the eye, also from lack of muscular strength. This condition arises from a continued physically depleted condition from childhood up, and the self-consciousness results from a feeling of inability to cope successfully with others in either mental or physical contest. This subject will often have the pale skin and emaciated appearance of the anæmic.

Fourth. Sensuality and physical excess is evidenced in the eye with the brow thrown backward, the upper lid dropped about one-half over the eyeball, which is prominent and liquid and often dull in appearance.

The rims of both the upper and lower lids are thick and coarse, and in both the muscles on the rim of the lids are developed and prominent. The eye has no alertness of glance or movement, and the eye has a tendency to be permanently drawn up out of center, showing the white of the eye beneath the iris. Plate XI, Figure 2.

This condition is caused by the constantly excessive demands upon the emotions, and therefore upon the secretory glands; it results in a coarsening and deadening of the tissues. The thickening of both rims of the eyelids is caused by the frequent tensing and almost closing of both lids when giving way to a vivid play upon the emotions almost whenever one of the opposite sex even passes the possessor of a mind so prurient.

It is acknowledged that excitement and emotion always cause the pupil of the eye to dilate, and as emotion distends the whole arterial system it makes the eyeball bulge forward. Emotion causes stimulation of the whole glandular system, which increases the action of the whole secretory system, and this is why it is usual to say "laugh and grow fat."

The color of eye is important in judging the relative degree of mind or emotional activity. The prominent dark eye will be more mental and less emotional than the prominent light blue eye, because the brunette qualities as explained in chapter on Color are bound to have a controlling effect.

It is not desired to leave the impression that the

prominent eye is to be deplored, but simply to show the natural trend of development in each case, for each type controlled by developed mind have their equal part in the progress of the world.

What is in an eye? The power to observe. Each one has the power to see, but few the power to observe. To see is innate, but the ability to really observe is developed by persistent effort. Intelligent observation is the greatest means for education given to the human race. The eye of each can be made to a great extent what is willed; the prominent eye of emotionalism can be developed into the eye of mind, and the deep-seated eye of mental power can degenerate into the eye of physical excess. The eye of developed mind power commands and controls the wills of man and beast. The eye that welcomes both mental and physical contest knows no fear, but is feared.

To accomplish the first means work, definite training of mind, building into both the eye and surrounding structures the evidence of confident power to meet all issues and conquer. Follow the course of least resistance, allow the spirit of "don't care" to exist, and the last is the lot that will fall to you.

CHAPTER VII

NOSE

PHYSIOLOGICALLY the nose is probably the most important feature of the face from the standpoint of character building.

Most of the energy part of the blood is derived from the oxygen taken into the lungs and thus absorbed into the system. This is the real reason why a large nose has been looked upon as indicating a man of more than ordinary capacity, both mental and physical.

The proper development of lung capacity requires that there shall be the resistive force brought to bear by taking the air in and passing it out through the nose passages. A large nose usually indicates good lung capacity, and the development of a large nose usually indicates that the large lung capacity has been used. Plate XVII, Figure 2.

Therefore, from a physiological standpoint a large nose will indicate such qualities as courage, energy, both mental and physical, intensity and ambition; whereas a nose with hollow root and cramped structure of the nostrils will indicate the lover of ease and a tendency toward

mental indolence, which will result in a liking to ask questions rather than to think a thing out for one'e self.

As has been explained in chapter on the Principles of Expression, the character of the nose is one of the surest indications as to whether the nature is expanded or contracted. The nostril of the ultra-conservative and self-centered subject is always drawn in, and the aperture of the nostril, although long, indicating sensitiveness, will be narrow and drawn close to the septum. It will be noted that one of this nature will even contract the nostril when drawing breath in, whereas one with the courage and force of the expanded nature will definitely broaden the nostril and throw out the chest to receive the air to its full capacity. Plate XIX, Figure 2 (contracted), Plate LIII (expanded).

There is a distinct difference between the nostril that is expanded and the one that is dilated. Expansion, as has already been shown, is an indication of strength, but the dilated nostril is usually well formed, but of very light structure, almost transparent in its fineness. This nose may be either large or small, but usually tends to be large, and indicates one of extreme sensitiveness and greatly developed activity of sense excitability. This nostril will take on a fan-like motion when the possessor is excited. Plate XX, Figure 2.

Constant exercise of the nose in evidencing these feelings will gradually bring about a permanent condition of dilation.

As emotionalism and intensity are greatly regulated by the degree of energy generated in the subject, the nose is a splendid feature from which to judge of these qualities.

The effect of excess emotionalism, no matter what the form of the nose, will be to coarsen the nostril and the whole cartilaginous and muscle structure, whereas the effect of intensity (which results from mind control) will be to make the whole formation finer in line. Plate XL.

The great difference between the dead nostril and the one that is alive is something that unfolds a world of interest in study, and it is remarkable what an amount of definite knowledge of character may be acquired by learning to judge accurately these values. The cramped, colorless, unused and lifeless nostril of the habitual mouth breather, lacking in initiative and power, is the one extreme; and the large, long, broad, finely cut, fully expanded nostril of good color of the vigorous and courageous man is the other. Plate XVII, Figures 1 and 2.

The character indications of facial muscular development hold good in the building of a nose, and this feature in its development is one of the surest indicators of mind applied to character building.

It is also found that the psychological reaction on the nose is recorded in definite and readable form.

For instance, the tensing of the forehead and face with mental decision and bodily action results in sharpening the lines of the nostrils, the ridge and tip of the nose, giving them a keener appearance of strength.

The direct result of mental action as recorded in the nose structure is easily noted by those that observe.

The point of the nose and nostrils are particularly sensitive, and as the brow and face muscles either become tense or relax, they directly affect the tip of the nose.

Therefore, where the point of the nose is notably divided, it has been caused by the frequent minute concentration of the brow and corresponding compression of the lips.

This development will only be found in correlation with the narrower head structure and mind that moves quickly from one thing to another. The nose will be small and light in structure, but well formed, indicating sensitiveness. This nose, with its division, indicates quick judgments in minor matters, but either very slow decision or indecisiveness in the making of decisions of importance. It indicates the critical mind, with fine discrimination as to values, but not the mind of analysis. Plate XVII, Figure 3.

Where the brow and whole face is more heavily muscled and broader in its range of analysis, the nose is held compressed for sustained periods of concentration, and in consequence the tip of the nose gradually takes on a permanently compressed and firm appearance, and looks as though the point has been drawn toward the face. Plate XX, Figure 1.

This action is only found in the large nose of fine structure, and indicates the man of deliberate decision in

all matters, both small and large; the one that both thinks and acts, a mind of cold analysis. Refinement of sensibilities is well shown in the thin, delicately and finely cut nostril and nose, while thick nostrils illy shaped, tending to be round rather than long, are a sure sign that there is a strain of crudeness in the ancestry.

Warning is here given that no judgment must be rendered upon one indication, but each must be compared with all other signs and the opinion then rendered.

The reaction on the nose of giving way in excess to body desires is to coarsen the rim line of the nostril and give the whole nose a swollen effect, and thereby do away with any sharpness of line. This is caused by the overactivity of the secretory systems, and is also probably the result of the hardening of the finer blood vessels through continued spasmodic over-pressure of the blood. This effect seems to arise from this cause at all extremities. Plate XIX, Figure 3.

There is an interesting comparison of three noses, all crude in structure, but the crudity resulting from entirely different causes.

First is the nose naturally well formed, but through physical excess and dissipation it has become coarsened, and there is literally a bloated fullness extending from the rim of the nostril up the side and point for about a half inch. Plate XIX, Figure 3.

The second is the naturally coarse structure, with the nose narrow and crude in form, with nostril oblong in

shape and turned up so that one can see into the nostril, with sunken root and nose protruding but a short distance from the face. Plate XX, Figure 3.

The third is the nose that is wide, but almost flat on the face, with large round holes for nostrils, and the nose without form. Plate XXI, Figure 1. This is what is termed the rudimentary structure, and is nearly always accompanied by the profile that slants from the brow forward. Although the chin may appear deficient, both the formless mouth and the chin will project for a half inch to two inches ahead of the brow, and the forehead will be low and cramped in form, with eye bulging. There will be no indication of any mental reaction on this face. This structure is more fully described in the chapter upon head formations.

Some of these same indications are found with the short and round face, and indicate animal tendencies as distinct from sensuality. They have animal cunning, but no ability to think.

CHAPTER VIII

THE ACTION OF MIND AND BODY ON THE MOUTH

The mouth in itself is the most sensitive feature of the whole face. On account of its delicate muscle structure, because the tissue is so fine in texture and so closely filled with blood vessels and secretory glands, it is particularly subject to change in formation, either by the mind in action or by the bodily reactions. The qualities arising from the body conditions are those that naturally appear in the mouth, but the mouth is the surest possible indicator of whether the forces are or are not in control, and as to the degree to which the body has and can be brought into action in the fulfillment of the dictates of the mind.

It is quite remarkable the nicety with which (by taking into consideration the quality of the subject) one can judge the possible reactions of a subject where certain causes are brought to bear. In doing this it is of course essential that one shall be able to judge accurately the degree of mental and bodily activity of the subject, as the mouth will be affected only to the degree of mental or physical force brought to bear upon it.

Hardly a thought passes through the mind, or an action

of the body, that does not bring the mouth into play in expression, and the thoughts and actions most often given way to take the largest part in forming the permanent expression, the position taken by the mouth when in repose.

The mouth in repose is more definite in its indications than when mobile, but in movement the mouth will nearly always more positively express the qualities that were mildly evident while passive.

The action of the emotional and body side is to enlarge, coarsen, and make more formless the mouth, whereas the mind action is to compress, refine, tighten and make the mouth take on definiteness in form as illustrative of controlled action. Plate XXVIII, Figure 3; Plate XXII, Figure 2.

In forming a conclusion in regard to the activity of the social relationships of a subject, the mouth is the most important feature from which to gather, not only the natural tendencies, but what is the past and present attitude. If the mouth is contracted, the corners drawn toward each other, then there will be ultra-conservatism, and with it in nearly all cases quite a large degree of self-center. This will result in a desire to keep to one's self, to make few friends, but probably good ones, and usually great loyalty to those few. This attitude of mind as expressed in the contracted mouth will tinge practically every act of the subject, restricting his courage of decision and action. (This question is more fully

covered in the chapter in this work, entitled "The Principles of Expression.") Plate XXV, Figure 3 (extreme.)

The mouth is the only feature of the face that is normally directly correlated with the inmost workings of the emotional and desire side of the personality, and as a result any excitation of the emotion centers at once produces its effect on the mouth. Development of any of these centers, by excitement, by either natural inward causes or by outside forces brought to bear, will have the effect of increased activity of and flow of blood to the tissues of which these centers are constructed, and therefore enlargement.

The direct correlation of all of these centers makes it impossible that one shall be affected without all, and it was this fact (because the effect of mind control was overlooked) that caused Lavater, one of the oldest students of the face, to remark that full lips indicated "a man filled with wickedness and folly." Women's mouths must be judged with this in mind, as by their very nature a woman's mouth must be softer in structure and less hard in line. Plate XXII, Figure .

Remember in reading the mouth, that apparently the mouths of all races are not muscled in the same way or to the same extent, and the fineness and multiplicity of muscles in the mouth have much to do with its ability to express that which is within. Where the mouth structure is crude in most cases we shall also find crudeness through-

out the whole brain and body formation, and an inability to handle the mouth with certitude is an indication of undeveloped mind. The mind must have many sides and real activity for it to find expression in the mouth. Plate XXII, Figure 3.

There is an interesting comparison in the texture of the lip structure, which arises from the physiological condition of the body. Where the lips are full, protruding, thick in their whole makeup, moist and of good color, usually accompanied by light coloring, the nature is pliable, thoroughly interested in all play on the senses, optimistic, generous, but impractical, active sympathies, keen sensibilities, emotional and often has uncontrolled temper, easily roused and soon quieted, active enthusiasms but not sufficiently sustained. Where this type of mouth is compressed, which is evidence of control, the lines are less firm and more easily disturbed than in the mouth of intensity. This is the sensuous mouth, and can degenerate in the formless mouth of the sensualist. Plate XXII, Figure 1 (sensuous), Plate XXIX, Figure 2 (sensual).

Where the dark or medium dark coloring is found, as a result of the slower heart action and less action of the assimilative and secretory systems, the lips will be dry, harder and thinner, and firm in structure, evenly compressed; the nature will likewise be harder; there will be deep intensity instead of emotion, and there will be deliberate decision and action, with well-sustained enthusiasm and energy supported by tenacity of purpose. This

is the mouth of intensity and strong but controlled passions. Plate XXII, Figure 2.

Where the make-up of the mouth is of the same character, but the lips have taken on a hard, full appearance, red in color surrounding the mouth, the mouth lines hard but strongly irregular, and lips coming forward, this is the mouth of uncontrolled passions, and may also with great excess degenerate into the sensual.

Where this mouth is hard and the puffs on each side of the upper lip are curved, and there is a droop on one side, but the texture is reasonably soft, it is the indication of irritability. Where the texture of the mouth becomes hard and dry, parched and cracked, with irregular wave lines for the rim of the lips, this is the result of increased irritability to the point of ill temper, and is caused by a drying up of the secretory glands of the mouth as a result of an excess of bile salts in the blood and a slowing down of circulation from the same cause.

Where there is a fairly prominent dark eye, bright both with deep as well as a surface transparency, and the upper lip is dark at the rim line and particularly full and thick through the center from the rim to the base of the nose, with full lower lip, this also particularly in the center, but neither lip coarse in structure but finely cut and moist and very red, with the ball of the chin drawn upward, this represents a fine combination of the sense side with the passionate, capable of deep intensity of feeling equal to the most passionate, but with also the

softness of pure affection. This combination is rare, but greatly to be prized when possessed.

As the subject has been so fully covered in this work, it is unnecessary to again suggest that these combinations are all a result of a greater or lesser activity of the secretory (including the lymphatic) and eliminative systems, combined with a greater or lesser development of the mind and body.

The sensualists with the weak liquid, prominent eye, the nostril that pulsates with lust, the muscle and flesh structure of the chin that moves and twitches in union with the drawing, loosening and coming forward of the large, loose, moist lips, is easily recognized, and it is not hard to explain the causes behind the effect produced in the face.

Where the upper lip is mildly drawn down in the center, and the under lip gently drawn upward in the center, this is the indication of discretion and deliberation in both thought and action.

Another interesting illustration of the working of the two forces within one on the mouth is found in the person of narrow mental calibre and lacking in body strength. The mind is developed within the limits of its scope, and the upper lip by contraction has straightened and the red has become rolled under, and the upper lip thinned. The mind action alone will have this effect on the upper lip. Lacking the physical strength which results in the urge to act, the decisions have been made,

the weak physical side, conservatism, and lack of self-assurance have kept him from performing the dictates of the mind; and the lower lip hangs forward and down loosely unformed, because he has lacked directed physical action.

Where the mouth slants to either side, with lips tightly drawn, it is good evidence of the extreme of suspicion and secretiveness. The cause for this is plainly shown in a prison where communication by one prisoner to another is forbidden, and consequently the prisoners learn the habit of talking in this way without moving the lips. When the habit is developed it usually lasts.

Protruding lower lip indicates arrogance, intolerance, and a tendency toward despotism. It arises often from a feeling of antagonism and belligerency, developed because of an aggressive spirit without enough of self-confidence to allow it to find outward expression. The aggressiveness is thereby turned in upon the possessor.

Much profit will be derived if the reader will try to develop within himself many of the different moods herein described, and will watch and study the mind and body reactions in the mouth formation. It is also possible to reason out many other variations of feeling by this process, for as one feels so will be the reaction in the face, and as all are constituted and muscled to a great extent in the same manner, so in nearly all cases will the developed evidence be the same.

CHAPTER IX

COLOR AS A CHARACTER GUIDE

BALANCE in coloring is as important as balance in any other part of the make-up of a person. By balance is meant that the points by which the degree of blondness or brunetteness of a subject is judged should show close to a dividing line between these two conditions. Further, the hair, eyes and skin should show practically an equal amount of blondness and brunetteness. In estimating this condition it is not important that each of these three points shall be balanced. The hair or eyes, for instance, may be strongly of either coloring, but it is important that the combination of the three points shall show a reasonable balance in color, and therefore showing a balance in the characteristics usually evidenced by coloring.

These statements regarding the characteristics found with either light or dark coloring may be accepted as general. The chief variation in the action of either blondness or brunetteness in producing these characteristics is due to the greater or lesser activity of the secretory (particularly the lymphatic) systems.

In the brunette if the secretory systems (including

the lymphatic) are particularly active, the brunette partakes greatly of the blond characteristics, and is therefore more balanced in nature. The flesh structures will indicate this activity by a more pronounced roundness of form, both in body and face; the lips will be full with a greater expanse of red tissue present, and the whole lip structure will be actually thicker through, particularly in the center. The eyes will incline toward greater prominence, with marked surface transparency, indicating a greater activity of the secretory systems and the increased emotionalism usually found in the blond.

Where this condition exists in the brunette the usual brunette qualities of tenacity, control, vindictiveness, skepticism, intensity, sullenness, and deep irritability (often growing into downright ill temper) will be either dormant or much softened in their action. If the eye of the blond is drawn back into the head and has a deep transparency, and the skin is pale rather than rosy, showing depleted blood condition, and the flesh structures seem to be hard rather than soft (indicating lack of activity of the secretory systems) the usual blond emotionalism, active sympathies, and responsiveness will not be found, but there will be present conservatism, secretiveness, coldness, repression and a consequent self center, which qualities react in much the same way as the slowness, tenacity and sullenness of the brunette. The broad head structure which indicates caution, in combination with blondness, will also tend to lessen the activity of the blond

characteristics, as also will an excess of bone structure with exceedingly narrow head, which condition is almost uniformly found in some races of decided blondness.

Referring back even to the writings of the early students of human nature, it is found that from then until now all hold the opinion that one that is strictly a blond is emotional, consequently easily influenced and changeable. They like the open, with plenty of excitement, have over-quick heart responses and lack of control, resulting in an explosive temper, which dies down as quickly as it is roused. Optimism rules with the blond, and his active and uncontrolled sympathies result in generosity without judgment.

Authorities agree and analyses of thousands of subjects prove that the brunette is usually slow in action, cautious, deliberate, slow to become angry, but intense to the extreme of violence when aroused, displaying vindictiveness and sullenness in holding a grudge. Where repression is exercised there is a tendency to allow this irritability to grow into downright constant ill temper and pessimism.

The brunette is studious, dependable, tenacious in accomplishing a purpose, is usually logical, with a scientific mind, and possesses good mechanical and mathematical ability.

Where the eye and skin, either in a blond or brunette, are abnormally dark in color, and the white of the eye shows a yellow tinge and the skin has a sallow and yellow appearance, a torpid liver and gall are indicated, with

resulting biliousness and inactivity of the eliminative functions. Where this condition in a brunette exists, the characteristics of the brunette will be intensified. If found in a blond some of the brunette qualities will occur in lesser degree, especially if this condition is allowed to continue for any length of time.

Where decided repression of the urges has been exercised, it is noted that the skin will become darker and the eliminative system will be less active, resulting in a strong tendency toward constipation.

Where the skin is pale, and blood anæmic in character, either in a blond or brunette, this impoverished condition of blood and skin will result in timidity, secretiveness, oversensitiveness and often self-consciousness.

All of the characteristics of both blond and brunette will be found inherent to the extent of the coloring shown in the eye, the hair and the skin.

It must be remembered that although the brunette qualities are inherent as a result of favorable environment and association these qualities may remain dormant. The inborn blond qualities also may as a result of mind training be held in control. Therefore it is necessary to check the character evidence of color with all other indications before arriving at a conclusion as to the activity of the inherent qualities.

As a result of the widely varying qualities usually found in the brunette and the blond, it is found that the mind of each seems to process in an entirely different way.

The blond mind, as it has been termed, functions more rapidly than the brunette—undoubtedly the result of the more active heart response and the consequent greater emotionalism of the subject. Deliberate and sustained conscious mental effort conquers emotion, just as yielding to emotion does away with controlled and conscious thought. Therefore, because the blond is naturally emotional, and thus adaptable, his mind can cover many more subjects than the brunette's. He readily follows a speaker from one train of thought to another, content with allowing the subconscious mind to record the form of the information given, but failing to analyze or store the knowledge logically in a digested form, ready for use. The brunette, with his tendency to be deliberate, studious and tenacious, will miss much that a speaker may say, in order to analyze the points of interest as presented, and record the substance of the acquired knowledge, ready to use it as occasion may present.

In other words, the blond usually tends to be lightning quick, but superficial in his mental processes, which results in his depending more on the subconscious mind. He is quickly intuitive in making decisions, but indecisive if obliged to analyze to a conclusion. The brunette, with his deliberateness, misses much, but what he gets is part of him. He is thorough in his mental application. He has the power of concentration uninterfered with by emotion, and depends on his conscious thinking powers for decision after careful analysis. The affections in relation

to their constancy and depth will correspond with the mind and body qualities here found.

Intensity, a brunette quality, is developed by conservation of emotional feeling—or by feeling held in control by conscious mental effort.

The characteristics of the blond and brunette have been recognized for centuries. Centuries ago theories as to why these characteristics could be attributed to color were advanced. Probably the oldest idea on the subject refers to sun rays and their effect upon the pigmentation of the skin. The theory was advanced that the sun's distance from the earth in northern climates caused blondness, and the sun's closeness to the earth in tropical zones is the cause of brunetteness, and that the conditions which caused either blondness or brunetteness also were responsible for the difference in the characteristics found in these two.

In recent years this theory has been worked out in greater detail, and modern writers have gone so far in their theorizing as to state that the degree of blondness and brunetteness will change in accordance with a change in mental processes resulting from development. This cannot be proved. They also have gone so far as to say that the negro, because the blackest of the human race, is the extreme of brunetteness, and the albino is the extreme of blondness. That the albino is the extreme of blondness is indisputable, but the position taken that the negro shall be classed as the extreme of brunetteness is

untenable and absurd. They disprove their own theory in this, as can be easily seen by referring to the list of brunette qualities given, few, if any, of which the negro naturally possesses, certainly not in extreme degree. It will also be noted that, if anything, the mental processes and the excitability of a negro more closely resemble the mind action of the blond. Their excitability probably arises from the activity of the secretory systems which are so strongly developed in warm climates. All people appear to be more excitable during warm weather.

Since the analyses of thousands of cases have proved indisputably that in general, and only in general, the qualities will be found as listed in blonds and brunettes, is it not more logical and reasonable to conclude that each inherits a certain physiological condition which is the cause of the blondness and brunetteness, and the certain type of characteristics which accompany these colors, rather than that the characteristics themselves are inherited as a result of climatic conditions under which their antecedents labored centuries ago?

Therefore, it is suggested that pigmentation is the result of a physiological condition either inherited or developed; that the functioning of the assimilative, eliminative and secretory processes of the body are directly responsible for the pigmentation, and that the coloring in the white race is only an outward evidence of an inside condition.

That in the blond the lymphatic and other secretory systems, assimilative and eliminative functions are more active, taking from the system too much of some elements and so depleting the blood in respect to these elements as to force the heart to be over-active or responsive, and without sufficiently controlled action. In other words, the blood might appear to be over-thinned, containing too many red corpuscles and too little bile salts.

That in the extreme brunette the functioning of these systems is not as highly developed, and the excess bile salts and other elements resulting from this partially inactive condition will make the blood heavier and the heart action more labored and less responsive.

It has already been proved by laboratory test that the functioning of the eliminative system is directly affected by the amount of bile salts in the blood, and that the nerves of the heart which regulate its slowness or quickness of action are substantially affected by the properties of the bile salts. That an excess of bile salts will materially retard the heart action by their direct effect on the heart nerves. It is proved that bile salts in excess make the blood thicker and heavier and therefore harder to pump to all parts of the body and have direct action in slowing the circulation.

It has also been proved to the satisfaction of medical science that an excess of bile salts in the blood, of itself, will result in melancholic tendencies under which head may be classed pessimism, moodiness, sullenness, skepti-

cism, irritability and ill temper, which, as have been shown, are qualities of the brunette.

It is also a fact that one of the chief points of attack of medical science in treating melancholia is to increase the functioning of the assimilative and eliminative systems.

It is also found that the brunette is usually spare of form, but that in the brunette races that have strong assimilative, lymphatic and secretory systems, and therefore active eliminative functioning and apparently more than usual thyroid activity, the usual brunette characteristics are not nearly so pronounced; in other words the activity of these systems increases the emotional tendencies, and therefore the flesh growth, which seems to counteract to quite an extent the effect of excess bile salts in the system, and to the same extent makes the brunette characteristics less marked.

In further support of this theory, and this is all that is claimed for it until proved by blood and other physiological tests, attention is called to these facts:

That the body side of the negro or the emotional side of the brunette, when brought into operation, results in a far stronger odor passing through the skin pores than comes from the blond.

That in extreme emotional excitement of both blonds and brunettes (particularly noticeable in brunettes), the pigmentation, beneath the eyes, on the rim of the lips, in the vicinity of the thyroid gland, under the arms and in

the vicinity of all centers of emotional sensibility, will materially increase and remain dark (until absorbed) for some time after the excitement has subsided.

That the drinking of water in large quantities is always recommended where it is desired to increase the assimilative and eliminative functioning, to do away with constipation, to which brunettes, and blonds with a repressed nature, are particularly heir.

That in so far as hot or cold climate has to do with the activity or inactivity of the body, it is responsible for character, because it results in healthy action of these functions. Inactivity of body, brought about by hot climates, is bound to mean poor digestion, torpid liver and sluggish eliminative action, and body activity induced by frigid climate, within reason, the opposite. Sluggishness in these functions reacts in slowness and deliberation of the mind and body action, and therefore the characteristics of the brunette. Greater rapidity in the functioning of these systems results in more rapid responses of mind and body, and therefore the qualities of a blond.

If such theories as the above should be proved, it would appear to open up an important field for anticipatory and corrective medical advice and treatment during the formative period of children.

CHAPTER X

NERVE TENSION AS EVIDENCED IN THE FACE

Emotionalism, largely arising from a physical source and causing relaxation of control, gives the face structures a loose appearance, whereas intensity, because it is emotion controlled by mind, expresses itself in the face by tightening and tensing the face muscles and cartilages.

It is interesting to note in this respect that there appear to be two entirely different types of nervousness. There is one type that seems to result from allowing the emotions to have uncontrolled sway. They like the artistic, music, and good things to eat; they blush easily, have a petulant kind of irritability, are fussy and hypercritical in their manner, and are excitable and unreasonable in their attitudes. Their minds seem to be the more active at night, with wild imagination and planning. They have difficulty in going to sleep, with a tendency toward having sleepless nights. They make started outcry at every unexpected happening.

This type is indicated by the prominent and reflective forehead and blue eye, and the rims of the eyelids are often red, the eye with surface transparency sometimes

appearing to fairly pop from the head. The structure beneath the eye from the rim of the lower eyelid extending downward, will usually be full and prominent and bright in color. The heart will be over-responsive, the lips will naturally be moist and full, but will be parched, with irregular and very slightly contracted rim lines when this nerve tension exists. The cheeks and the body will be rounded, the nostril will nearly always be dilated, and usually the subject will be what is termed full-blooded.

This type of nervousness appears to be caused by trying to hold the mind too strongly to a certain groove which is contrary to type, and an over-development of the secretory systems, and too much activity of the thyroid gland, all of which will result in increased sense appreciations, retarded in their transmission to the brain centers.

It is reasonable to suppose that the increased flesh growth as a result of the unusual activity of this system makes the nerve and the heart reactions, in so far as the outer surfaces are concerned, slower in their responses, and therefore results in the creation of a more sensuous feeling. Excess play upon the sensuous side, from whatever cause, seems to multiply as well as coarsen the lymphatic glands, and results in an overplus of fatty tissue, which in some way seems to cause an irritating pressure on the nerve centers, and therefore an increasing nervousness in this type.

Lack of control of the emotional side, and consequent increased activity of the secretory systems, seems to be

at the bottom of this condition; and although the condition may continue for years, it apparently does not produce any definite nervous breakdown, because it is a superficial thing in truth, and does not reach the vital centers.

Because women by nature need it, they are apparently provided with more active secretory systems, specially brought into play during pregnancy, which becomes more and more evident by the increased flesh of face and body. This nervousness and excitability are also particularly noticeable in most women immediately before and during the menstrual period. It is probably because of these constantly recurring, hard-to-control emotional periods that this type of nervousness is more often found in women than in men, and are the cause of the unreasonable and exaggerated viewpoint so often taken during these times of increased emotionalism.

The other type of nervousness seems to arise from too much intensity, and an over-exercise of the conscious thinking powers in deep concentration and repeated centering of the mental forces in a mind of large calibre, or from worry in one of narrow but exceedingly alert mental equipment, or from trying to put out of existence some of the natural body urges, instead of controlling them and developing other and legitimate channels for their outlet, and thus do away with their repression.

Where this kind of nervousness is present there is usually at first an increasing inward irritability, and later

everybody and everything seem to cause irritation, with a growing tendency toward frequent outbursts of vivid temper over trifles. The natural buoyancy will be lost. The subject will take himself and others too seriously. As the irritability increases, he will have a tendency toward ill temper and resentments. He will feel sluggish in the morning, and most likely be troubled with constipation. He will miss all enjoyment in a play on the senses. He will eat anything without noticing what it is, and without pleasure.

This type of nervousness will be found where there is a well developed mind, good, well balanced forehead of its kind, with evidence that the reflective mind is controlled by the perceptive. Well compressed brow showing heavy muscle development which has been drawn down throughout its whole width, but which when this condition exists will be thrown back on the outer corners. This will result in making deep wrinkles over the outer corners. Deep-set dark or medium colored eye, with deep transparency, raised muscle on the rim of the lower eyelid, with a whitened puffiness extending down toward the cheek, and often a raised spot on the point of the cheek which will pulsate when excitement is at its greatest.

The nostrils in one of narrow calibre will appear contracted and tense, and the cheeks drawn in. In one of breadth of mental scope the nostrils will be sharply cut and frequently distended; the upper lip will be straightened, the lips strongly compressed, with the rim lines irregular,

and the red tissue dark in color and cracked, with a parched effect, and corners drawn down. The whole face will appear to be unduly tense, hard and rigid, lacking in flexibility, and the face and body will be thin.

This condition usually arises in one that is medium or dark of skin coloring, and appears to be caused by over-close mental application and too rigid a control over the emotional side without enough of relaxation. As he has no sense appreciation, there will be no soothing influence and slowing down by the sensuous side. The nerve side is constantly held tense in conscious mind application, with a growing tendency toward tensity during sleep at night. The decreased action of the lymphatic secretory and eliminative systems seems to bring the nervous system to a too acute degree of activity, without anything to bring in relaxation as a compensating factor, and the nerves literally appear to become ragged and approach too close to the surface, recording every impression with too great speed and alertness. The increased degree of bile salts in the blood, and its slowing effect on the heart action, increases the tension and irritability, and aggravates the nerve condition which brings on moodiness, sullenness and all the qualities that go with dark coloring.

If the conditions which cause this kind of nervousness are persisted in, absolute nervous breakdown will result, which will entirely incapacitate the subject for years, and even cause entire loss of memory and body control.

In this last type of nervousness it would appear that the

described condition starts with the nervous system, and reacts on the heart action, whereas in the first mentioned type of nervousness it seems to start from the heart side and react on the nerves.

Nervous prostration brought about by the latter condition nearly always requires that the unlucky one shall seek work of an entirely different character, usually outside work and consequently mental relaxation. If the work is changed it is evident in the face at once to the trained observer.

It would also seem that both types of nervousness are affected directly by heart action, but in a different manner. Where there is an excess of bile salts, as has been shown, the circulation and the heart actions are retarded. Where there is excess emotionalism, and the body becomes encumbered with fat, it is reasonable to suppose that the heart and vital organs also become so encumbered; and therefore it takes greater effort for the weakened heart to pump the blood, and when called upon suddenly to make the effort finds it impossible to respond because of lessened efficiency.

CHAPTER XI

MASCULINE *VERSUS* FEMININE

In making a character analysis, it is important to remember the close dividing line there is between sexes. There are traits which have grown to be considered as strictly masculine, and those that are always designated as purely feminine, but men and women are seldom wholly either masculine or feminine in inclination. Although one may be fashioned as a man, his face will often plainly indicate that in mental quality and bodily tendency he is more feminine than masculine, and the reverse may apply equally to woman.

Just to the extent that a man has feminine quality shown in the face, to that extent will he display woman's manner of thought and action; and the reverse is true of woman.

The truly masculine facial and body indications are as follows: medium to full neck and back head, tending to be medium to broad in structure through from the ear on one side of the head to the ear on the other, showing physical and animal strength. Ears are large and vigorous in the way in which they stand out from the head. The

forehead is slightly to greatly receding, either well balanced from the standpoint of reflection and perception, or else strongly perceptive. This with other indications will evidence either good planning ability with desire to capitalize the plan, or constant expenditure of bodily energy in action, without proper direction.

Heavy brow, both muscular as well as hair growth, broad in its structure and strongly compressed, indicating conscious thinking powers to direct reasoning and a virile, intense physical side, with magnetic personality.

Medium prominent to deep-set eye, decidedly compressed and partly closed at all times by development of the surrounding muscle structure; or the eye very prominent. The first shows the application of thought in direction of the forces. The latter tends to indicate relaxation as a result of body excess.

Nose broad in form and from medium to large in size, with vigorous nostrils, indicating strong lung and heart action and active energy of mind and body.

Long upper lip, showing tenacity of purpose, with medium to large mouth with lips medium to full in form, ranging from strongly compressed to greatly relaxed or almost formless, showing degree of application of mind or lack of it in the direction of the body forces. Good, strong, broad chin, either perpendicular or protruding, and jaws wide at the angle, with full cheeks, indicating body staying power, obstinacy, animal force and good recuperative power. Ball of chin vigorous, showing

good muscle development, indicating active enthusiasm intensely applied in all directions.

The skin solid in appearance and of medium to coarse in quality, strong to heavy body hair growth, with hair from medium to coarse in quality. Body muscles and bones medium to strong in structure, with medium to large hands and feet.

The purely feminine facial and body indications are medium to very light neck, and back head formation, inclined to be narrow in structure at this point, indicating strong tendency toward the intellectual rather than the physical. Full middle back head above high nape line of the neck is considered a sign of great love of home and home surroundings. Head from medium to narrow in structure, with ear delicate in form, small and close to the head, all indicative of conservatism in all lines.

The forehead more prominent in the reflective than in the perceptive region, showing high ideals which are abstract and come from reflection. The desire to dwell in the imaginative and emotional, rather than to use the conscious thinking powers. They rely upon intuition instead of reasoning. Brow light in form, and only slightly compressed, with little muscular development and a tendency to be thrown back and arched. There will be light hair structure, often indicating delicate constitution and refinement of taste.

A full eye, with large dilating pupil that is either medium, deep-set to prominent, with mild compression of

surrounding muscle structures, is an evidence of sensitiveness and coolly deliberate thought.

The wide-open eye, with no compression nor development surrounding, indicates the wholly imaginative and reflective mind.

The nose light and delicate in formation, finely cut nostrils, or retroussé, shows only medium body activity and energy, with a fineness in perception and in distinguishing relative values in things that belong to the esthetic.

Medium to short upper lip, with mouth medium to small in size, even in form, with lips neither thick in structure nor protruding, but of bright red color and finely sensitive in texture, gives evidence of a discretion in the application of body force, and shows pure affection as aside from any other characteristic of similar nature.

The chin and jaw light in form, chin receding and tending to be pointed or gently rounded in structure, with more of flesh than muscle, indicates lack of obstinacy, but not lack of will, for will is a quality of mind.

The skin will be soft in texture and finely knit, the hair growth will tend to be fine in quality, the bone and muscle structures will be light and the body rounded in form.

It is well before making an analysis to sum up quickly the differences of face structure, and determine whether the subject is more masculine than feminine in make-up, or vice versa. Take note whether it is the upper or lower face that is dominantly masculine or feminine before mak-

ing your decision. The upper face will give you the mind quality, the lower face the body strength.

Full outline of the character qualities that accompany the formation of features mentioned is here unnecessary, as the former work of the author covers them in full.[1]

Opinion as to what woman should be and do has undergone decided change during the last twenty-five years, and it is likely that opinion will also change as to what are truly feminine characteristics and what masculine, and with that change will come a corresponding change as to what may legitimately be called manly or womanly features.

Until the present general opinion has changed, it is necessary to think of women as defensive in character, whereas men are supposed to have the type of courage that is offensive. This gives to them the power to fight for their rights, initiative, originality and all the qualities, mental and physical, that develop as a result of active, daily contest with others of their kind.

Women's activities have undoubtedly greatly changed within the last years, and both their minds and bodies are slowly undergoing a corresponding change, but the structural changes must necessarily be slower than the change in mental attitude.

[1] Character Reading Through Analysis of the Features.

CHAPTER XII

HOW TO ANALYZE A CHARACTER

It is important in the application of the knowledge of human nature that real breadth of reasoning shall be shown. It is not a subject that can be treated lightly or as a plaything, for judgments rendered without mature thought may cause infinite harm.

The saying, "a little knowledge is a fruitful source of evil" has very definite application in the use of this subject. It must only be used by those who have a trained mind with which to grasp, not only the character signs, but also the underlying principles which produce those signs. Common sense applied in the analysis of human nature will soon do away with the discredit with which some are prone to regard the subject.

Just as the singer must add to his natural talent and voice the technique gained by hard work if he wishes to become an artist, so must the student of human nature add, to his naturally good judgment in relation to people, a thorough knowledge of the foundation principles of character and make a habit of their application.

Certain laws of psychology and physiology, and their

reactions on the head and face, must be understood and applied in judging both the natural structures of the head and face, as well as the developments which have come with time, so that both the inherent qualities and the present characteristics may be accurately judged.

In other words, although it is important to know what a man might have been had he followed his natural trend, it is still more important to know whether his forces have been developed to their best degree of efficiency, or whether he has allowed himself to take the course of least resistance, and instead of overcoming weakness he has allowed himself to become even weaker.

Just as an efficiency engineer, because of his perspective, which his employer lacks, is able to find leaks and suggest methods for added efficiency which will save the business owner thousands of dollars, so can the properly trained character analyst more truly outline the character qualities of a subject. The person himself is likely to either over- or under-estimate his own qualities because he lacks perspective.

The action of the mind and body upon the muscles of the face of each one is exactly the same, and the permanent effect is only a matter of degree regulated by the fineness or coarseness, energy or lack of energy, of the whole organism of the subject. In this regard it must be noted whether the mind or the body reactions are dominant within the person.

If the mind action is the stronger, the psychological

effects will register their reactions upon the head and face the more firmly; if the body and its functions are the more active, then the physiological effects upon head and face will be the more marked.

Character analysis is three-fold in its application:

First, it should be used as a means for personal analysis. It will give one a basis of comparison as to one's relative strength or weakness, and will give a groundwork upon which to build character.

Second, it should be used to harmonize your relations with others by giving a greater insight into their characters, and it will give you the power to handle others successfully.

Third, after years of study and application of this subject, it may be used successfully in the analysis of others.

It is of utmost importance that each one realize that this stage cannot be reached by work along this one branch of endeavor, but must be coupled with a definitely trained mind that is accurate and logical in analysis, in order that the findings may be stated clearly and with positiveness.

The statement of a conclusion should be placed in writing, as a written decision will be more carefully given than the verbal one, and no judgment should be rendered unless sufficiently considered to warrant permanent record.

The relative importance of natural structures and developments, must be weighed carefully by the one making

the analysis. If the natural structures are strong in their evidence and the developments minor in their degree, the natural structures control. If the developments are very vigorously shown, as contrary to type, then the developments will control, but it must always be remembered that under certain conditions where characteristics are wholly developed there is a tendency to recur to natural conditions.

The prime object in making an analysis of his character is to help the one that is analyzed, and therefore the work must be done with a kindly spirit, with the desire to gain the confidence of the subject. To obtain this end it has been found the best practice to "high-light" the positive qualities and in a sense subordinate the negative side by showing the cause for these qualities. After the analysis has been thus dictated, while the subject is still present, a constructive criticism should be dictated at the same time, and in this the negatives should be made to stand out definitely, and a concrete means suggested for overcoming them.

In giving this advice the cause for the faults must be held in mind, for this must be the chief point of attack in overcoming them.

It is seldom that the same weakness will arise from the same combination of causes, and therefore each case must be treated individually from the standpoint of corrective advice.

In making the constructive criticism do not fail to recog-

nize the over-development of qualities and comment upon them with equal stress as upon the negative and undeveloped characteristics, for positive qualities over-developed become negative in their reaction.

Also in making the constructive criticism it is important, if the subject is to enter any particular field, that the suggestions be made with this end in view.

For instance, if the subject is entering the field of either art or music, it would be wrong to advise that he develop a larger degree of concentration, perceptive judgment or penetration of eye. The tenseness of such development would be contrary to his needs, as he must of necessity keep his sense, imaginative and reflective side the more active if he is to be successful. Whereas, if the subject intends entering the business world, conscious thinking qualities could not be developed in too great a degree.

Suggestions for both mind and body building should be included, for it is recognized that many bodily ailments originate in the mind, and vice versa.

Opportunity is a thing that does not come knocking at one's door, as has often been said, but arises from within, for unless we fit ourselves to grasp advancement when it is offered, it fails to be an opportunity for us. We must fit ourselves for opportunity or we cannot seize it and hold it when presented. Each one must stand upon his own feet in working out the advice given, for it is he alone that can rebuild his own character.

The analyst should guard against looseness in wording,

in describing the character quality, in stating the manner in which it operates, and in designating the relative degree of the quality. Although much closer judgment can be made, for general purposes the use of the words "poor," "fair," "good" and "fine" give a close enough signification of degree.

After a careful summing up of the qualities of the subject, particularly noting the degree of temperamental bias of the mental and the physical forces, and after asking the past experience, the educational advantages, and the responsibilities of the subject, then suggestions may intelligently be made in regard to vocational adaptability.

The suggestions as to vocation should be considered wholly as suggestions, and not as dictation, for the subject must himself finally decide upon his life's career and throw his whole effort toward its accomplishment.

Each analyst will develop his or her own method of procedure in making an analysis, but for the benefit of students a much used and successful plan will probably be acceptable.

All the important character qualities should be listed and kept definitely before one, and as each is presented to the mind a decision must be made as to whether the quality is present, and if so, to what extent it will react on other kindred qualities. If a character quality is absent, the analyst should determine why, and find out if there are not compensating characteristics that will to a degree take the place of the one absent.

It is best not to question the subject before the analysis, so that the findings may be wholly from the facial record. The subject should be seated about four to five feet away, where the light will come from behind the analyst and shine directly upon the subject.

First ask the subject to sit so that you may be able to compare the profile with the back head; then concentrate your mind and eye, first, on the back head, then on the profile and then on both together. Make your concentration an alert power and leave your mind open to receive sense impressions as to the leading character qualities in the man, whether he is compressed and expanded, or contracted and repressed; whether he is reflective or perceptive in type; and then check these sense impressions with the different character indications which must be present if your impressions are correct. This sense perception is a thing to be cultivated.

While he is in this position, by considering the neck and proportions of the lower brain in correlation with the brow and mouth developments, the degree of balance of mental and physical force can be decided. The weight of bone structure may be judged by observing the angle of the jaw and chin, the positiveness of the brow and nose; and the degree of elasticity of the muscle structure may be judged by noting the firmness of the neck, throat and face muscles, while the eyebrow and, if exposed, the arm, will indicate the character of the hair growth of the subject.

The degree of color should then be properly gauged, taking into consideration the three points mentioned in the chapter on "Color."

The quality of the subject must then be decided and this should have really careful consideration, for according to this decision must all your after judgments be regulated. See the chapter "Heredity versus Environment."

While the subject is still in this position decision should be made as to the degree of social instinct that is present. This can be decided by taking note of the neck and back head, and comparing it with the eye, nose, mouth and chin, for if these all indicate a vigorous body side the social instincts will be strong. If these qualities are in harmony with a well-developed mind (indicated by forehead, brow, nose and mouth being compressed, and expanded) he will show judgment in his social relations. If the neck and back head are cramped in form, and the forehead and features are the same, the subject will be self-centered and narrow in his relationship with people.

The mouth probably best indicates at a quick glance whether the subject is inclined toward compression or contraction, with their accompanying characteristics, and this question should be decided early in the analysis and confirmed by examination of the other features.

If the subject is broad of head, with plenty of physical strength, glance at the eye and mouth to see if the emotions are well in control, and then decide whether

the body strength is well directed or objectionably aggressive.

Note how well balanced is the structure of the head and compare that with the compression of the features of the face. In this case take color into consideration, and you can determine the firmness of the character and the tenacity of purpose. Then ask the subject to turn his full face toward you. Judge from the height of the forehead, in harmony with development of the outer corner of the brow, the degree of moral perception that is likely to be present. If the brow is narrow the subject is likely to be more particular in regard to details.

If the head is rather narrow, with good body strength, but the features, including the mouth, are contracted, he will tend to be egotistical, have an over-degree of self-esteem, and will be strong in continuity of purpose. If the head is broad and the features full, with a tendency toward looseness, then he will care over-much for and be dependent upon approbation.

The degree of constructive ability should then be determined by noting the development of the forward side head. Decide whether these powers should find their outlet through mental or physical channels, and take into consideration the social side, as it directly reflects on this decision.

If the constructive ability is coupled with strongly developed mind, it will prove itself in organization work. If it is associated with strong body side, its out-

let will be through actual building or in mechanical construction.

If there is a broad head and a fair degree of compression and expansion in the face, caution will be found in the nature. If the head is narrow, and mouth and brow are contracted, with the other signs of self-center, the subject will be ultra-conservative instead of cautious.

Remember carefully the head structures and consider the balance of their formation in correlating the character indications of the other features. Reason closely the relative values of the forehead and face muscles, consider carefully the brow development from every viewpoint, and weigh what you find with what is shown in the nose, mouth and chin. Decide whether the face is compressed or contracted, and compare the upper and lower half of the face to be sure whether there is mental decision followed by body action.

Remember all the qualities that are to be found in the brow, and carefully gauge the relative degree of compression, contraction or relaxation.

Take into account the closeness or distance between the eyebrow and eye, and see if the same character of reaction has been brought to bear on the lower face.

Study the structures surrounding the eye, and look for definite qualities that should be found, such as degree of concentration of mind, and see if there is equal concentration of body power shown in the mouth; see if the eye

shows ability to observe, and the kind of visual memory, the kind of mental decisiveness, the degree of power to analyze, the degree of penetration of eye and whether the eye shows emotion or intensity.

Study the nose with care, and gather therefrom the kind of energy, the degree of sensitiveness, the type of aggressiveness, and courage, that will be found. Each of these judgments must be regulated by the indications found in the eye and the mouth.

It is needless to further outline how an analysis should be conducted, for the analyst must be capable of treating each subject as an individual problem or he is not competent to be an analyst. There are as many variations in combinations of character qualities as there are combinations of features—and there are countless thousands. The most important thing for an analyst to master is not the character indications, but the common sense reasons for their appearance, for if the basic laws are made a part of one, the rest will be easy.

To do this work successfully this whole subject must become part of one, so that the mind thinks its own thoughts in its own way in regard to each character indication.

Correlation of the evidence contained in all the features, both natural structure and their development, is of paramount importance if the characteristics and their correct degree are to be decided upon. It is only through making such correlations that the cause for the conditions which

are found can be correctly ascertained, and until the cause is known a remedy cannot be recommended.

For instance, one man constantly depreciates his own qualities because (as indicated by insufficient back head structure, pale skin, contracted brow but little compressed, lack of eye strength, thin nose with drawn-in nostril, thin lips, light chin structure, and hollow cheeks) he has had the handicap of a weak constitution, and he has feared to meet others in either mental or physical contest; whereas another man of good mind and bodily strength (as indicated by a well-balanced head, firmly muscled face and body, nicely compressed brow, deep-set, clear eye, strong but sensitive nose, good full even lips, but not greatly compressed, and the eye, nose and mouth showing their great sensitiveness) does the same thing because during his early training he has been overruled by those of domineering character. In this latter case the subconscious effect in after years has been to make him diffident and lacking in self-confidence; although he has a decisive mind, he does not dare to express himself, either by word or action.

The remedy for the first man is body building under competent direction and positive auto-suggestions, whereas in the other case the mental attitude must first be corrected, and then such exercise as handball, basketball and tennis, must be done to loosen up his whole contact with people, that he may forget himself in his interest in doing other things.

This is one illustration where hundreds might be given, but its purpose is purely to emphasize the importance of proper correlation which will lead to the discovery of the cause of the negatives that must be corrected to produce the longed for balance which means power.

The word "correlation" as applied to character reading is made readily understandable by a clever comparison suggested by a student in one of the author's classes. It made the question so clear and proved so helpful that it is worthy of repetition.

The musician strikes a chord upon the piano. He does it with his subconscious mind guiding his fingers, without direction by conscious thinking. He has learned the practical application of harmony and it has become a habit with him. He strikes chords of many tones, and can do it in any key.

Just so in character analysis. Once make a quick recognition of the meaning of each structure indicating a habit, and then without conscious thought a composite sense perception made up of a combination of many character indications in the face will be derived from the subconscious.

Just as the subconscious will be correct in producing harmony of tone, so, if properly trained, will it be unerring in its sense perceptions of character; and just as the conscious mind can check back the notes touched by each finger to correct a dischord, so can the trained conscious mind check back the character indications which have

given the sense perception and find what evidence is contradictory if the senses report that contradiction is present. The evidence may then be weighed and a correct conclusion formed.

Just as there are many keys, so are there many combinations of features, but correctly trained, and with practice, the subconscious will become accurate in its sense judgments.

Where it is desired to make an analysis from a picture, there are a few things must be taken into consideration if a correct analysis is to be given.

That sharp lines in the face are the evidence of character, and that indefiniteness of feature indicates coarseness, therefore it is important that you make sure that the picture of the subject is properly focused, for this fact is likely to influence your judgments.

Also remember that a photograph is always retouched, and that in making an analysis of the face developments a slight stroke of the retoucher's pencil may make a very considerable difference in the degree of evidence in regard to a developed characteristic.

It is also well to remember that there are few people who are natural when pictures are being taken, but the true analyst will easily distinguish between the natural expression and the effects of a pose, whether the pose be intentional or the result of self-consciousness.

In making suggestions as to a vocation it is important that after careful analysis the subject's chief abilities

should be decided upon. The strongest trend should receive first attention, and the other abilities should be considered in the order of their apparent prominence.

Other things being equal (such as educational advantages, training, etc.), the vocations in which the subject can use his strongest trend, and the greatest number of his supporting abilities, should be suggested, and it is well to give additional suggestions in the order in which they appear as specially applicable to his case. It is well to give the reasons as to why these suggestions are made, and state the combination of qualities that will be brought into use in the suggested vocation.

It is always more dangerous and far more difficult to suggest a vocation to the one of many abilities than it is to the one of only one dominant quality, and the man of many abilities is far more apt to be a drifter than the man of but one ability, as he constantly has the urge to try some other means of obtaining a livelihood.

A few suggestions in making the analysis of all the members of an executive and sales force for a going concern may not be amiss.

The work should be made a builder of morale as well as to give the chief executive detailed information as to the strength, weakness and possibilities of his organization.

It has often been found advisable to call together in a group the ones to be analyzed, and explain to them the importance to each individual of a correct inventory of

their character qualities, that they may at once begin to build themselves to obtain maximum results from their efforts.

Two copies of each analysis should be made, one for each man and one for the chief. Where there are subheads they should also have a copy of the analysis of men in their charge. These analyses should not include outlines as to vocational adaptability, as such suggestions are likely to cause unrest in the individual.

It has been found advisable to furnish the chief executive with an analysis of the analyses. Each complete analysis will consist of from twelve to twenty pages, and the recap for the management should consist of one page, giving thereon, first, the percentage of quality of the man as shown by summing up the average of the positive and negative qualities, and this should include an opinion as to possible future development; second, the chief positive qualities; third, the chief negative qualities; fourth, the most important constructive criticisms, with suggestions for improvement; fifth, a confidential note to the management covering the adaptability of the subject to his present position, suggestions in regard to other aptitudes, suggestions as to the kind of men he can best work with, and if in an executive position, the type of assistant best suited to him to obtain greatest result getting harmony of action.

This note should also include any special warnings, although occasionally certain characteristics will be dis-

covered that are of such delicate nature that they should be imparted to the management only by word of mouth.

This recap of the analyses of an organization gives the management the quality of his organization at his finger tips, and saves him the time necessary to study each individual analysis in detail. It puts him intimately in touch with each man and woman, and can assist each one to better his or her efficiency.

The copy of analysis in the hands of each one puts him on his mettle as to his weaknesses, since he knows they are being checked. It gives each one an inventory from which to work toward increased earning power. The constructive criticism in the analysis, wherein concrete means are suggested for improvement, gives him a point at which to begin.

In closing this chapter there are two general warnings that should be given, first in relation to the handling of children and second the matter of selection of a life partner, which last question so many who call themselves analysts assume to do.

In the analysis of children the inherent conditions are depended upon more strongly for character indications although it is remarkable at what a young age developments of the face are to be noted.

The faces of children will change in their developed expression much more easily than those of grown people as the mental and bodily conditions of the child are less

definitely settled and the whole being is much more subject to influence and change.

It is important that a child shall be handled carefully in the process of mind and body building for either wrong mental training or lack of proper bodily upbuilding in all its functions may result in forming negative habits that will remain with the subject throughout the whole life.

The wrong condition of mind or body may be corrected after the habit has been established but unless definite steps are taken to correct the result the habit is likely to persist.

For instance, if a child has developed mouth breathing as a result of nose obstruction, the cause may be removed but the child in most cases must be given proper suggestions before the habit is broken and proper breathing results.

A child may have poor assimilation and aggravate the condition by improper mastication of the food and as a result irritability develops.

Th conditions of the body may finally right themselves but unless definite steps are taken to correct the wrong habit of mind that has been established it may follow the child through life.

Again the child that is sullen in nature or diffident from whatever cause if forced constantly to do things to which he objects by another person who is intolerant and domineering, such treatment may develop a habit of sul-

lenness and ill temper or if the child is diffident a self centering that will never be overcome, although the child may at a reasonably early age be relieved from the oppression.

It is therefore important to remember that the child should be most carefully guided in the establishment of mental and bodily habits during the formative period.

It is also well to remember that corporal punishment can seldom produce good results and never unless it is administered after cool reasoning with the child and a thorough conviction that the correction is given with really loving consideration.

Sullen or high-strung, nervous, children are really injured by harsh punishment and the responsive child, properly handled, will be duly improved and influenced by reason and persuasion without the punishment.

Character Analysis is used by some, who wish to give it an added value, to assign a suitable life mate. This is always a dangerous practice and should be avoided as the principle is wrong.

If two people have decided upon marriage, a character analysis given to one about the other will seldom result in breaking an engagment even should such advice be given. When the glamour of first interest has worn off and the faults (and all have them) come to the front the advice of the analyst will then be remembered and it may even cause a rapid dissipation of confidence and an early separation whereas otherwise they might work out their salvation.

It is far better to seriously advise in what way the enquirer can best make himself or herself most likeable in the coming relationship with suggestions how to make the changes.

NOTE.

The analyses which follow were all made in regular professional practice, and dictated as you find them here to a stenographer while the subject was present. Each of these analyses was made without the analyst having previously seen the subject, and without any conversation by the analyst with the subject, as described in chapter "How to Analyze a Character."

The author particularly wishes to thank those who upon request forwarded their pictures with permission for publication of their analyses. A private analysis is a personal thing, and these are published wholly to aid those who wish to work out for themselves the rules laid down in this book. The names and addresses of the subjects will be furnished by the publisher upon request with reference to the analysis number.

The Author.

Senior member of a large firm of Certified Public Accountants. A man of broad public interests in his community. A high type evenly developed.

Analysis Number 280

FULL FACE ANALYSIS NO. 280

Name . . . . . .

Page . . . . . Address . . . . . Age . . . . . .

TYPE

Mental-Physical type; tending strongly in the direction of the mental; good bone and muscle structure; strong hair growth; dark coloring, fine quality. Weight 170 lbs. Height 6 feet.

ANALYSIS

He has attained the best balance between his mental and physical forces that he has ever enjoyed, but during his earlier years he was strongly mental with undoubtedly a decided handicap from the standpoint of constitutional strength. This handicap has been overcome practically altogether, with the result that he now meets people in an open, frank manner. During his earlier years he tended to be decidedly diffident in his contact with people, and somewhat supersensitive, which resulted in his making few friends, but good friends. He only cared for the few. This thing is still a part of him, and although in a business way he now goes out greatly toward people, in his home relationships he has a few good friends and does not care to invite many to his home.

He has a very great liking for home; home surround-

ings and country, and everyone in whom he has a personal interest, and he is particularly loyal in respect to them.

He has a fine degree of continuity of purpose. When he decides to do a thing, although he does not do it with the degree of aggressiveness with which he would do it had he enjoyed greater physical strength throughout his life, he does it with such tenacity and deliberate consistent effort that he accomplishes practically everything that he undertakes.

He prefers to do things in a regular routine way rather than to think out original methods of operation. He likes to do things without change and excitement intervening, rather than to have them intervene, but can accomplish his purpose under either condition.

He likes approbation, but it must be given to him in a delicate manner, and he does not like crude flattery. The only praise which he really enjoys is that given for things accomplished as a result of real effort.

He has a good degree of self-esteem, which gives him self-assurance, self-assertiveness, and some degree of aggressiveness, and it is this quality which gradually helped him to overcome the feeling of diffidence of his earlier years.

He has a good degree of caution and some degree of conservatism. His caution at the present time is a stronger quality by far than the conservatism which controlled him very greatly during his earlier years. Caution is a better quality to develop than conservatism.

He has a large degree of conscientiousness, with good ideals in conjunction with a strange perceptive development, which gives him splendid justice of thought in relation to his dealings with others. This also gives him good moral code.

He has the desire to acquire and save, but this is well regulated by generosity and this does not make him in the least selfish, but makes him careful in expenditures; discreet in his generosities, but open-handed.

He has a very good degree of constructive ability of a high order. It finds its outlet altogether through mental channels, although he has unusually good comprehension of mechanical things and can do mechanical things well. This type of constructive ability gives him the power to organize people; the ability to build up a sales organization; to handle advertising campaigns successfully; in fact, he can use it in any direction in which planning is the first thing required, and the second thing the direction of others in accomplishing the plan.

He has a good reflective imaginative side. His imaginative side has always been regulated considerably by his conservatism, and he has constantly put from himself good creative thoughts because he considered them as visionary rather than taking the time and effort to develop the vision into an actual thing.

He has a very good degree of reasoning from cause to effect; good powers of reasoning in the abstract, and he enjoys philosphical and scientific literature.

He has a good sense of humor which he has brought more to the front during recent years, but which, during his earlier years, was not as active as it should have been.

He has a high-class scientific mind, and is actually fond of concentration and analysis.

He has all of the perceptive faculties developed to a more than ordinary degree, including memory of locations and contours; judgment of form, weight, size, color, tune, time and order. Particularly is the outer portion of his brow developed, indicating a fine degree of discriminatory power in judging of values and in weighing his relationships with others. Justice of thought is well developed.

He is particularly orderly in the way in which he places things around him; in the way in which he systematizes his efforts, and he is logical in the way in which he stores gathered information.

His first judgment is always his best, although his conservatism and caution give him deliberateness in expressing himself in words and putting his decisions into body action.

He has a little bit of irritability, but it is a minor thing. He has a tendency to be a little skeptical and cynical, and could develop some degree of sullenness and vindictiveness, but these qualities have not been brought to the front as he has apparently always been in a reasonably happy environment and had the same type of associations.

He has a particularly observant eye, with a good visual memory. He could somewhat intensify his glance, giving

it greater penetration and thereby get a more vivid mental picture of the things that he sees.

His emotional side is far in the background, and he is intense rather than emotional, but his feelings are not brought quickly to the surface. His enthusiasms are of the same nature; he is not quickly enthusiastic about a thing, but when he becomes so he remains so until the thing is accomplished.

He has very good executive ability, with a fine degree of energy well directed. It is not the explosive type of energy, as he has cultivated a reserve control in relation to this thing.

He is very quick in his minor decisions and decisive and accurate in his larger decisions, but deliberate in regard to the latter.

He has a fine sense of things generally; is quickly susceptible to atmosphere and has very good psychic sense from the standpoint of impressing his mind upon the minds of others; in other words, he has the percipient rather than the recipient type of mind.

He has a fine degree of perseverance and endurance, both mental and physical.

He has a good degree of determination, decision and control. These qualities are positive in nature, but he has never brought the aggressiveness to bear in relation to these qualities which would have made him go out more after things rather than to accomplish things by patient persistence.

He has a liking for art and music, and is a very good critic in respect to these things.

He has very good mechanical as well as mathematical ability.

There is nothing of obstinacy in his make-up, and his reasoning powers thoroughly control in this respect.

CONSTRUCTIVE CRITICISM

Here is an unusually well-balanced type from the mental and the physical standpoint, he having gradually balanced himself on the physical side and the suggestions made in the Constructive Criticism may appear even as presumptuous, as he has so well worked out all of his forces.

He can afford to bring a little more positiveness, as a result of developed aggressiveness, to bear in his instruction to others, as those that do not know him may misunderstand his mild and conservative manner of dictation as not conveying his full intent, and as a result he may have to repeat his orders to have them fulfilled; whereas with more of positiveness used in the first instance, repetition would be avoided. This is particularly true in giving instruction to those that do not know him.

He can afford to develop a little bit more of aggressiveness in the exercise of his courage, his determination, decision and control, meaning by this both in relation to the mental side of these qualities as well as the physical side of them, being more courageous in his mental attitude

as well as more positive in the exhibition of his physical forces and in the using of them in accomplishing his purpose.

He can afford to cultivate even more of an outgoing of himself toward people generally. He now reaches out toward them, but there are many even in his business relationships that feel he is unapproachable, whereas really he is far from that.

He can afford to use the notebook habit in relation to the development of his more than ordinarily good creative thoughts; writing them down and gradually correlating these thoughts into actual, workable plans.

He has a considerable degree of scientific and mechanical inventive ability and originality along these lines which he should use.

In his own field he is a man that will think out many new ways of doing things which are original in him. He should develop his ability along the lines of literature by writing such things down, and use writing as an avocation so far as his experience will allow him to do so. He can make a success in writing articles along industrial, scientific and economic lines.

He can develop to a little better degree his power of observation and penetration so far as general observations are concerned, and practise the power to visualize in detail.

He should cultivate the ability to thoroughly relax, as he is inclined to keep himself tense. He has improved this

ability very considerably during recent years, but he can afford to relax even more. He has always had tendency to be a little self-centered, although not selfish.

He should continue his development along the line of public speaking, and give even more attention to this means of expression, as he has fine abilities along this line, with a good mind of sequence, which is so important in talking upon subjects which are based upon fact.

From the body side he should take plenty of outdoor exercise, which he is now undoubtedly doing.

He should take morning calisthenics without apparatus, and the "Daily Dozen," are the best that can be recommended. (Illustrated copy has been given to him.)

He should do these systematically, as he really needs these exercises. It will do away with what tendency there is toward sluggishness the first thing in the morning and any tendency toward irritability and ill temper.

He should drink more than an ordinary amount of water, taking from three to four glasses of warm or hot water the first thing in the morning. In drinking this water he should use the muscles of his abdomen, contracting and extending forcibly. He should also use his hand in a beating process upon his abdomen, for a few moments each morning. This will do away with this tendency toward sluggishness in the eliminative functions.

He should take a cool sponge bath each morning, with lengthy and energetic rub thereafter.

He should take deep breathing exercises, drawing his breath in while he counts five, holding it while he counts five, expelling it forcibly through compressed lips while he counts five, increasing the count as capacity increases. He should draw his chin close to his body while doing this exercise. He can afford to use this exercise at night after retiring, placing his body in a position of relaxation and actually think how relaxed his body is while doing this exercise. This will tend to send him to sleep in a relaxed condition instead of a tense condition. ("Daily Dozen," by Walter Camp, pub. *Collier's Weekly.*)

VOCATIONAL ADAPTABILITY

He has an unusually fine legal mind and would have made a very fine lawyer—either trial or judicial. He has only recently developed himself so that he might be a trial lawyer.

He would have made an unusually high type electrical or civil engineer.

He would have made an unusually fine surgeon, had he overcome his sensitiveness.

He has very fine mathematical, mechanical and executive ability, which could have found their outlet in many different directions.

He should heed the constructive criticism in relation to

using public speaking and writing along practical lines, as an avocation.

He has political possibilities of a high order, as he has the desire to honestly serve the people.

.....

ANALYST.

April 30th, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 280

An advertising man of real ability. An interesting development of compression in the upper face, with tendency toward relaxation in the lower.

Analysis Number 288

PROFILE ANALYSIS NO. 288

Name.....

Page..... Address..... Age....

TYPE

Mental-physical type; good bone structure; strong hair growth; medium coloring; good quality. Weight 145 lbs. Height 5 feet 9 inches.

ANALYSIS

He is very general in his liking for people and people generally like him.

He makes very many friends, is not quite as discriminating in his selection as he could be, and in spite of his very good development which gives him splendid judgments, he is inclined to let his heart side constantly control his action, often to his detriment.

He does not take any prejudices toward people, and has a real love of human nature.

He has a great love of home; home surroundings and country, and is loyal in his defense of these things; nevertheless, he is adaptable and can be easily changed from one environment to another without being what is termed homesick. He quickly makes new friends.

He has a decided liking for approbation, and praise means a great deal to him as an incentive to the ac-

complishment of his purpose. He nevertheless can work under destructive criticism if it is necessary, but will not long continue to do so, as resentments will develop.

He has a good degree of self-esteem, but not as much as he legitimately should have, and he is inclined to depreciate his qualities rather than to have a full appreciation of them. He invariably asks the advice of others in relation to personal matters and decisions rather than using his own judgments, whereas his own judgments could well be acted upon.

He has many friends that come to him for advice and his advice to them is unusually good.

He has more firmness of character than he has continuity of purpose, although neither quality is as strong in him as it should be.

He has a decided liking for excitement and change; has a strong tendency in the direction of the thing in which there is a change and does not like to work at anything in a routine way, nor does he stick sufficiently tenaciously to the thing that will not furnish him excitement and change while doing it.

He is conscientious in a broad way, but does not like details of any kind, meaning by this that he is just in his relationships with people, but he is not foolishly particular in either his contact with people or in regard to his attitude toward ideals. He is practical from this standpoint.

He has not enough of caution or deliberateness of

action. He tends to do everything on the spur of the moment, and very often not as a result of analysis on his part; but because this or that influence has been brought to bear and he follows the line of least resistance.

He has a desire to acquire and save, but his liking of good things and his love of approbation, both of which cost money, have militated materially against his being able to do so.

He has very good constructive ability of a high order, tending in the direction of organization rather than actual building, as it must find its outlet through mental channels rather than in the actual doing of a constructive or mechanical thing.

He has good mechanical ability, which will also find its outlet through mental channels. His type of organization ability is such that he can handle people or things successfully without coming in direct contact with them, or he can handle people and things by coming in direct contact with them, such as in the first case, advertising manager; in the second case, sales manager. To make a success in either of these fields he must give attention to developing a number of qualities which will be outlined in the Constructive Criticism.

His good mechanical ability could work itself out through artistic lines in mechanical drafting, architecture or in designing.

He has very good reflective and imaginative mind. He is not so much theoretical as it is that he has a

tendency to allow the good thoughts which come to him to pass from him without bringing them down to the concrete. This is simply as a result of sheer neglect. He gets so many of these good ideas that he does not think they are worthy of real attention.

He has very good powers of reasoning from cause to effect; very good comparative judgment, with good developed perceptions with which to get accurate premises from which to reason.

He has good powers of reasoning in the abstract and can develop these powers to even a better degree.

He has rather unusual memory for locations, contours and events.

He has good judgment of form, weight and size; good judgment of color and tune and order. He is just in his relationships and is able to see things from more than one angle, being able to get the other fellow's viewpoint as well as his own.

He has a good mathematical mind as well as mechanical ability which has already been mentioned.

He has a good degree of mental concentration, but lacks in concentrating his physical forces back of his mental decision.

He has good powers of analysis not as much used as they should be, as he is inclined to depend upon intuition rather than analysis when he has a decision to be made, yet he has good developed abilities along the line of analysis.

FULL FACE ANALYSIS NO. 288

He is quick in his minor decisions and reasonably quick in his larger decisions—not from cold analysis, but purely because he acts upon "hunch." With his good abilities he should use cold analysis, and have quick, accurate judgments and decisions in relation to all things.

He has quite a degree of irritability; quite an active temper, not very well under control.

He has quite a large degree of emotionalism which is active in him, and he shows active sense excitability.

He has a large degree of sensitiveness and is a splendid judge of values; is keenly sensitive to atmosphere. He has active sympathies; is too much inclined to let his heart control rather than his head.

He has the ability to develop more than ordinary powers of observation. He already has good powers in this direction and can develop the ability to visualize things in detail. His chief development of concentration lies in his power to observe. He is a little indefinite in his visual memory at the present time. He has considerably better than an ordinary memory for all things.

He has good degree of energy, both mental and physical, with active enthusiasms and a good degree of aggressiveness where it is brought to bear, but he is inclined not to bring it to bear as often as he should, nor is it as deliberate an aggressiveness as it should be.

He has a fair degree of perseverance and endurance, both mental and physical.

He has some degree of sarcasm. He has a fair degree

of determination and control. These qualities should be developed to a really good degree, but he has not brought the tenacity of purpose, determination and control to bear that he could have in the development of his more than ordinarily good qualities.

He has a decided liking for art and music, and has fine appreciations in this respect.

Although he has a good mind for appreciation and reading of good literature, he is inclined to enjoy the constant round of excitement rather than to spend the time in night study.

Here is a case in which the man has far more than ordinary abilities in very many directions, and yet he is drifting instead of setting a goal and working with determination in that direction. It is not that he lacks the energy, the force, the determination or the will, but simply that he has not brought these qualities to bear. They are in him, but have been allowed to a great extent to remain latent.

He is most decidedly optimistic and does not know what it is to be moody or pessimistic in relation to anything.

CONSTRUCTIVE CRITICISM

His chief virtue is also his chief fault. He has such a great liking for people that he constantly cheats himself in regard to their just due. He lets his heart constantly

control him instead of using his good developed judgment along the lines of common sense and he must develop a greater degree of deliberation; a great degree of control, a greater degree of poise and dignity in his relationships with people.

Although he has never really depreciated his own abilities, he has never appreciated them to the extent of putting them to work with a set goal, and he must develop greater self-assertiveness, legitimate deliberate aggressiveness and self-dependence.

He should develop more caution, and in developing caution he must learn to control his tendency to talk to one and all—not developing either secretiveness nor conservatism, but caution in what he talks about and to whom he talks.

He should cultivate the ability to save, by using his generosity with more judgment and doing away with spending money for the purpose of the good fellowship of those around him. This does not mean to entirely eliminate these things, but to use judgment in this respect.

He should develop the notebook habit in writing down the good creative thoughts which come to him, and work them out on paper until he gets them down to the practical, making them actual workable things, and he should see to it that he capitalizes them.

He should cultivate more definiteness in everything that he does, doing it more with a set purpose rather than because it happens to be the thing which comes to him; in

other words, stop following the line of least resistance and map out a course and follow it.

He should continue the development of his perceptive faculties as he can attain a high degree of efficiency in the direction of observation, attention and penetration. He should also develop a greater degree of concentration for more sustained periods, and broaden this power to include more abstract reasoning. For this purpose he should read chapters on these subjects in "Master Mind," by Dumont, and put into practice the exercise therein suggested.

He should overcome his irritability and his temper, and will do so if he realizes that these qualities hurt himself and no one else.

His heart is a little over active and he should not unnecessarily excite himself.

He should cultivate his liking for good literature, by reading good biographies. Such material as is written by Elbert Hubbard, etc., will tend to give him inspiration in the right direction.

He should take himself somewhat more seriously, as he has such keen sense of humor that practically everything appears humorous to him.

For the purpose of overcoming his negatives and building in the positive qualities, he should read some good book on auto-suggestion, and apply auto-suggestion in character building.

From the body side he should take regular morning

calisthenics, without apparatus, and the "Daily Dozen," by Walter Camp, are the best that can be recommended. He can secure a copy of these exercises by writing to Collier's Weekly, 416 West 13th Street, New York City, asking for the "Daily Dozen," and enclosing ten cents in postage.

He also should, if possible, take gymnasium work, as he needs vigorous exercise for the outlet of his forces. He should use this with judgment and gradually build himself up so as not to overtax his heart.

Cool sponge bath each morning, with energetic rub thereafter, would be a splendid thing for him.

He should cultivate deep breathing exercises. He needs plenty of outdoor exercise in companionship with others, and he should use judgment in the selection of his friends so that they may be a force in his upbuilding.

VOCATIONAL ADAPTABILITY

He has splendid selling quality, and can make a success in salesmanship in the selling of either the lighter mechanical things or along the line of artistic things.

He can develop himself, with his powers of organization, if he will follow the lines of the Constructive Criticism, into a good sales or advertising director, although he would have to develop more driving power as a sales manager and control somewhat his heart side.

He has good ability as a lawyer, and would make a

very fine trial lawyer. He would have made a very fine doctor and surgeon, although he would have had to overcome his sensitiveness in surgery.

He can make himself a success in literature, but would have to do more technical work and good reading to perfect himself in composition and broaden his vocabulary and powers of expression. He could develop himself into a good writer along the lines of economic and industrial subjects.

In regard to his artistic and musical side, he should develop either or both of these talents as an avocation at least for the present.

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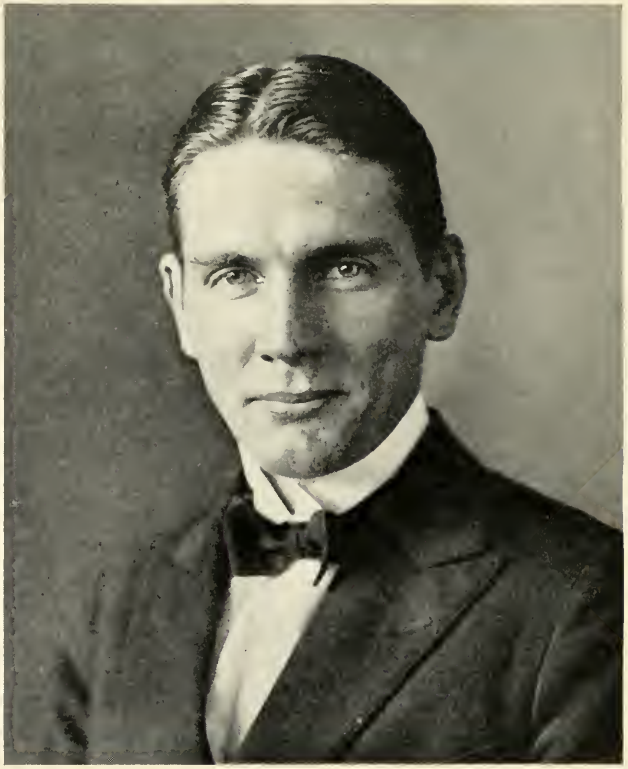
ANALYST.

May 5th, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 288



PROFILE AND FULL FACE ANALYSIS NO. 288

A partner in a large firm of stock brokers.
He has unusual selling ability.

Analysis Number 222

PROFILE ANALYSIS NO. 222

Name.....

Page..... Address..... Age....

TYPE

Mental-Physical type; vigorous bone and muscle structure; vigorous hair growth; dark coloring; good quality. Weight 160 lbs.; height 5 feet 8 inches.

ANALYSIS

He is strongly social in his inclinations. He likes practically all people, and all people like him.

He does take a few prejudices, and makes some enemies as a result of his positive attitude, which is usually well taken.

He has unusually good balance of the mental and the physical forces. In addition to having strong physical forces, he has the virile, vital type of nature which results in unusually great tenacity to life.

He has a great love of home and home surroundings and country, but in spite of this, can be easily transplanted to other environments and other associations, without materially feeling the change. He is most decidedly adaptable.

He has a great love of approbation, which makes him fond of argument; a desire to appear well before all people, and has also made it necessary for him to learn to control his tendency to talk without sufficient consideration as to whom he talks to.

He has never had a just opinion of his own possibilities, nor of his own qualities. He has made himself active in the use of these qualities and has attained success as a result, but has never assumed the dignity which his abilities entitle him to, and consequently he has never really impressed others as strongly with his abilities as he could have otherwise done.

He has a good degree of caution, but balanced against this is his love of approbation and his strongly developed emotional side, which makes him subject to influence, and he does not hold sufficiently strongly to his first opinions.

He has always been a little too much inclined to consider others in relation to his decisions, and let their opinions influence him, whereas his own opinions were usually better than the ones offered.

He has a good degree of firmness of character, which gives him tenacity, but he likes to do things in a manner which will provide the greatest amount of change and excitement while doing it. He does not enjoy doing a thing in a routine way. He has a large amount of adaptability and initiative and originality, and these qualities are brought to bear in the accomplishment of the propositions which he undertakes.

He has a good degree of conscientiousness—broad in its nature; in fact, he does not like detail of any kind, although he has a good analytical mind and can well master detail when he undertakes to do so.

He has not enough of secretiveness or conservatism, although if caution is developed it is the broadest quality of the three.

He has a good reflective and imaginative mind; he has always had to struggle against being theoretical rather than practical, but has built in a very large degree of practicality.

He has unusually good ability in reasoning from cause to effect, and is very quick in his mental processes in relation to this class of thinking.

He has good comparative powers and always bases his arguments upon some comparative thing.

He has the ability to reason well in the abstract, and this is developed to a fair degree; it could be developed to an unusually good degree.

He has good constructive forces which, with a little greater degree of directed nerve force expenditure, could be made to have its best outlet in handling other men and in working up an organization of men by coming in direct contact with them. At the present time his outgo of force is not sufficiently controlled, and his great love of people has a tendency to militate against his ability to drive others. He can lead them, but finds it difficult to drive them.

In addition to this outlet for his constructive ability, he has a strongly mechanical and scientific mind, with good mathematical ability, and he could have made a success in the actual planning and building of mechanical things. He would have made an unusually good engineer, in the mechanical, electrical or civil field.

He has very good memory for locations, contours and events, and good judgment of form, weight, size; very good judgment of color, and has a decidedly orderly mind in that he likes to have a place for everything and have everything in its place. This natural quality of his has not been developed as strongly as it might be. He has overloaded himself with things to do which have kept him too busily engaged at all times to follow up his natural inclination.

He has breadth of reasoning, in that he sees things from more than one angle, and has very good comprehension of the many sides of a proposition.

He has good justice of thought in his relationships with others, and seldom develops any resentments, although he is somewhat irritable and somewhat quick in temper.

He has good ability in visualizing things in general, and could develop a good detail visual memory, if he would concentrate his energies, giving greater attention to the things observed; in other words, center his glance.

FULL FACE ANALYSIS NO. 222

He has a large degree of sensitiveness; he does not tend to be supersensitive. He is very good in his judgment of values.

He has a large degree of active emotionalism which is to a great extent the result of a constantly vigorous out-going of his nerve force, without sufficient control.

He has plenty of aggressiveness, but it is not of the antagonistic type, and he has the habit of taking the argument of others and their attitude when they wish to bring pressure to bear, in a good-natured way, and meets them on their own ground.

He has a fine sense of humor, which is prominently brought to bear in his dealings with human nature.

He has splendid heart and lung action, which gives him fine energies and a very much more than ordinary amount of energy and vitality.

He has a good degree of perseverance and endurance, both mental and physical.

He has a good degree of determination, and decision; his degree of control is not as great as the degree of these other two qualities.

He has a little tendency toward sarcasm, which is more irony then ill-natured sarcasm. He has never borne the heavy burden of financial responsibility, which he is capable of carrying. He has always been a little too much inclined to shift a burden rather than to carry it.

He has unusually active enthusiasms, and these enthusiasms are well sustained, provided the thing which causes them comes his way and progresses, but he is quick to drop the thing and his enthusiasms melt away in relation to it, where it does not appear to have life.

He is greatly interested in music and art, and has very good sense appreciation.

He has strong recuperative side, with active digestive functions.

He has a large degree of what is termed personal magnetism, as a result of unusually good balance of mental and physical qualities.

He also has a strong psychic side, which gives him far more than the ordinary intuitive judgment. He also has what is termed the percipient type of mind rather than the recipient mind. He will project his mind to the minds of others.

He is very decidedly quick in his judgments in relation to minor things, but has a little tendency to be over-deliberate in coming to a conclusion in relation to larger matters. He has the ability to be equally quick and decisive in bigger matters as well as small ones, if he would only cultivate it.

He has good executive ability, although in handling those immediately around him he has a tendency to be over-energetic, and not to sufficiently direct his own energies. This has a tendency to cause irritation in others and cause a lessening of efficiency.

CONSTRUCTIVE CRITICISM

He should develop more continuity of purpose. This is not advised in relation to the way in which he does larger things, as he needs excitement and change to keep up his enthusiasm, to carry through larger projects, but in doing details he should develop this quality and see to it that he completes one thing before approaching another.

He should control, a little bit, his great liking for people, developing the ability to be more reserved, particularly in his relationships in business, and therefore carry greater dignity in his dealings with men.

He should develop a greater degree of self-confidence in his own qualifications, depending on his own judgments more, instead of referring to others.

He should develop greater caution in his relationships with people as well as in action. He should develop a greater controlled force, remembering that the teakettle with the lid off gathers no power or reserve, whereas the teakettle with the lid on has a reserve power.

He should cultivate a greater degree of reserve in relation to talking to others in relation to both his personal affairs as well as his business affairs. There is power in the man who can keep things to himself.

He should develop the notebook habit in working out his daily plans, as well as in working out his bigger plans. The retarding of his mental processes by writing out

things will greatly increase the clearness and detail of the proposition.

He can afford to increase his perceptive development, and power of concentration, making the periods of concentration of longer duration. He also can afford to increase his power of attention, penetration and observation. To do this, he can read with profit chapter on Attention and Perceptive Development in "Master Mind," by Theron Q. Dumont.

He should overcome his tendency toward irritability and temper, remembering that these two qualities hurt no one but himself. This is part of his effort in the direction of controlling his nerve force, and the irritability is an outgrowth of an over-expenditure.

He should improve his power of determination and decision in relation to large things, making himself think more definitely to a conclusion, but he should not make his mental processes any more deliberate than is his natural trend; in other words, he should do away with the indecisiveness.

For overcoming the negative side and building in the positive, he should read some good book on the subject of suggestion and auto-suggestion, and apply this method to overcoming his negative side and building up his positives.

From the body side he should give particular attention to morning exercises, and the "Daily Dozen," by Walter Camp, are recommended. He can secure a copy of these

exercises outlined and illustrated by writing to J. P. Collier & Son Company, 416 West 13th Street, New York City, asking for the "Daily Dozen" exercises and enclosing ten cents in postage.

He should take cool sponge baths each morning, with energetic rub thereafter. He should make a practice of doing a certain amount of walking each and every day.

He should practice deeper breathing exercises, drawing his breath in while he counts five, holding it while he counts five, forcing it from him through compressed lips while he counts five, increasing the count as capacity increases.

He should also use this exercise at night while lying ready to go to sleep, placing his body in a position of relaxation and thinking how relaxed he is while taking the exercise; this for the purpose of going to sleep in a relaxed instead of a tense condition.

VOCATIONAL ADAPTABILITY

He has unusual selling ability, and it extends to good ability along the lines of promotion.

He has good legal ability, and would make an unusually good trial lawyer, by increasing his powers of expression.

He has good mechanical ability, and could have made a success as an electrical, mechanical or civil engineer. He has splendid comprehension of mechanical things.

He would have made a very good success as a doctor, particularly a surgeon.

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ANALYST

April 5th, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 222

PROFILE AND FULL FACE ANALYSIS NO. 222

A mechanical mind. Well developed during recent years. Fine abilities within his scope. A railroad man.

Analysis Number 200

PROFILE ANALYSIS NO. 200

Name.....

Page..... Address..... Age....

TYPE

Physical-Mental type: very close balance between the mental and physical; vigorous bone and muscle structure; vigorous hair growth; medium coloring, tending toward dark, natural quality fair, developed quality good. Weight 190 lbs. Height 5 feet 10 inches.

ANALYSIS

He has a very vigorous physical side, and during his earlier years the body side made more than ordinarily strong demands upon him.

He goes out generally to all people and all people like him. He is not as strong in his love of home as he is in his general liking for people, and he wants many people around him, both in his business as well as in his home life. He is a man that can be transplanted from one place to another at any time, and he will not know what home-sickness is.

He has a good degree of aggressiveness, which makes him firm in his opinion, but his degree of energy is not

quite in harmony, which results in his never having realized upon his ambitions as he might

He has a strong sense side, and enjoys this play upon the senses, and this also has militated against the degree of energy that we should otherwise have found here, and particularly does this reflect on the activity of the mental side.

He has had a good degree of self-esteem, but it has been more a self-respect in relation to himself and those who belong to him, than it has been the quality which has made him make others realize his capabilities.

He has a liking for approbation, and will not work long in any position in which destructive criticism is offered. He nevertheless is open to constructive criticism at any time, and tries to improve himself in accordance with it.

He has a good degree of continuity of purpose, but has been over-sensitive in his business relationships as well as in home surroundings, and has had a tendency to feel that people were taking advantage of him where they really had but little intention of doing so. His aggressiveness did not make him come back at them, but resulted in his harboring resentments which gradually grew and caused him to leave.

He has good firmness of character with fine tenacity of purpose, but likes to have a little bit of change and diversion in accomplishing the thing that he undertakes.

He has a desire to acquire and save, which is stronger

even than his love of approbation and his liking to be a good fellow, although these qualities militate against his ability to lay by for the future.

He has a good degree of caution, but there is little of conservatism and none of secretiveness.

He has the liking to pull things to pieces, as well as to build them up. His constructive side, which is strong, but which has never been exercised, as it should have been, should find its outlet in actual mechanical work by coming in direct contact with the thing to be done or in the direction of others who are actually doing the work.

He is conscientious—not foolishly so, but will see that everyone with whom he deals is treated squarely. He is not a detail man, and is not over-conscientious in relation to details, which gives him the ability to train others to work for him and makes him willing to turn over the details for others to work out.

He has good reflective and imaginative mind, which gives him good creative and planning ability. These faculties in him can be best used along the line of mechanical inventive work, which, so far, he has not developed. His imagination at present is held down strictly to the practical thing, although in the past he has been somewhat theoretical rather than practical.

He has a broad sense of humor, which is active.

He has good ability in reasoning from cause to effect, providing the thing which he is analyzing is immediately before him; but is not good in abstract reasoning,

although he has the possibility of developing this faculty to a minor degree.

He has good comparative judgment, particularly operating through the perceptives in relation to the things that he sees. He has naturally good intuitive judgment in relation to all things and particularly in relation to people, as well as a good degree of perceptive judgment in this same respect.

He has an unusually good memory for locations, events and contours, which will include topography, and he always knows just where he is and carries a visual picture of the thing that he sees. This visual memory is more in relation to things in a large way than in detail, although he can extend this faculty to visualizing things in detail.

He has unusually good judgment of form; is keenly observant in relation to things in a general way; has good judgment of size and weight and is decidedly orderly in the placing of things around him, but is not as logical in the storing of knowledge as he has not given as much attention to this development.

He has the ability to see more than one side of a proposition, and will study it from many angles.

He has good moral code; good justice of thought and good powers of discrimination and ability to distinguish between what should be and what should not be, and this same quality has overcome, to a very great extent, his habit of taking resentments toward people during his earlier years.

FULL FACE ANALYSIS NO. 200

He has some degree of irritability, quite an active temper, fairly well in control. He has an eye that is more than usually observant, and he is good in his decisions. He is deliberate in making both minor decisions as well as larger ones, and hardly ever acts upon his first thought in relation to a proposition.

He has a fair development of analysis and mental concentration. He has his emotions well in control, and has never allowed them to be to any extent uncontrolled. In earlier years they were considerably more active than they are now, but his good mind development and his naturally high ideals have always kept this side of his nature, to a great extent, in check.

He has active heart and lung action and good digestive powers, which give him splendid recuperative power; he seldom knows what it is to be tired physically.

He has good mental and physical perseverance and endurance, although he has never taxed his mental endurance to any extent, nor cultivated it.

He is a man that learns and gathers information nearly wholly through observation and absorption, rather than actually studying it out from books, but his mind is turning more in the direction of real study and will develop considerably along this line during the next years if he continues his present mental attitude.

He has never been as ambitious as he should have been, and had a tendency to check his forces and turn them in upon himself rather than to seek fields of en-

deavor in which he could use these forces as an outgoing factor in his success.

In addition to being fond of mechanical things and having a good mathematical mind, he is also interested in both art and music, but from a practical standpoint.

He has very active enthusiasms and unlimited physical force, with a good mental development to enable him to accomplish the thing that he undertakes.

He is just in the prime of life and can afford to use himself both mentally and physically, vigorously, without any fear of overdoing either from this time on.

He is optimistic in character; he likes a good chance, and he should, with using due caution, branch out.

CONSTRUCTIVE CRITICISM

He must develop more self-confidence; self-assertiveness, and make his aggressiveness a more active thing in working out his plans.

He must develop his planning ability so that he may think further ahead and seize upon some ambition and work toward that end.

He must make his more than ordinary vigorous physical side, which is so well under control, a more active factor in winning his success, instead of turning these forces in upon himself. He must utilize them in his work.

For the purpose of increasing his planning ability, he should cultivate the notebook habit, writing down his

daily plans and adhering as closely to them as possible. In addition to this, he should write down any thoughts that may come to him, either along the line of mechanical improvement or along the line of ambitions, and should add to these thoughts from time to time, until he has sufficiently worked out the thing to make it a reality. This habit properly developed will make these things within him more of a living purpose, and will also develop his powers of expression, first in his ability to write down these things, and afterwards his ability to express them by word of mouth.

He must develop his constructive ability, as it is one of his strong forces, and to do this he must learn to more accurately visualize the things that he does not have before him, which will give him a broader viewpoint from which to reason.

He must read more literature of a constructive nature, for increasing his ambitions. He should read good biographies and literature that will stimulate his ambitions.

For increasing his planning ability he can afford to read such things as the System Magazine and The American.

For improving his perceptive development and increasing his ability to concentrate his mind and attention, he should read chapters on Attention and Perceptive Development, in "Master Mind," by Theron Q. Dumont, and apply the rules therein suggested.

To increase his ambition and self-confidence, he should

read some good book on the subject of suggestion and auto-suggestion, and apply auto-suggestion to himself in the work of character building.

He can afford to put a little bit more work on subduing his irritability and temper, although he has them well in hand at this time.

He should, if he wants to get into the practical side of construction and building work, for which he is so well equipped, take up the study of mechanical drafting, estimating, and improve himself in mathematics.

There is nothing to suggest that he should do from the body side, except possibly that he take regular morning exercises and cool sponge bath, with energetic rub thereafter, so as to take off a little of his flesh and make him more elastic in his muscle structure. The increased stimulation of body will react in increased activity of mind.

VOCATIONAL ADAPTABILITY

He has unusually good ability along mechanical lines, and construction work is the thing that he should have gone into. He may consider it late to develop himself as a mechanical or civil engineer, and this will depend greatly upon the experience which he has had in the past, which might greatly aid him in this work.

As a second vocation I would suggest salesmanship, along the line of a heavy mechanical thing, or real estate and farm lands, more particularly farm lands.

PROFILE AND FULL FACE ANALYSIS NO. 200

He also will make a splendid appraiser or cruiser for a mortgage and trust company, in making value reports on large tracts of land.

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ANALYST

March 19th, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 200

A fine musician and teacher of music in a university. An unusually sensitive type of fine quality and strictly feminine. Pictures do not do her justice.

Analysis Number 232

PROFILE ANALYSIS NO. 232

Name . . . . . .

Page . . . . . Address . . . . . Age . . . . . .

TYPE

Mental-Physical type; good bone structure; fair muscle structure; good hair growth; medium coloring; good quality, tending in the direction of fine; weight 121 lbs. Height 5 feet 3 inches.

ANALYSIS

She has always been very even in her likings for people. She takes no definite dislikes to anyone.

She has quite a large degree of sensitiveness; a little bit of self-consciousness; her self-consciousness is nearly entirely overcome, but the sensitiveness is still quite an active thing within her, although she has fought strenuously to prevent it being supersensitiveness.

She likes people very generally, both men and women, and they generally like her.

She has a great love of home and home surroundings; she is strongly fond of children and has strong maternal instincts.

She has not a great deal of continuity of purpose; she does not like to have to do continuously one thing in one way, but she has splendid firmness of character which gives her good tenacity to accomplish the thing which she

undertakes, but she likes a good degree of excitement and change interspersed in the doing of the thing, as a diversion.

She has a love of approbation, and with her great sensitiveness her entire efforts will be killed under destructive or ignorant criticism; in fact, even silence will materially cool her enthusiasms. She must have expressed appreciation, to be able to accomplish her best.

She has never had enough of self-esteem, nor enough of confidence in her own abilities. She has splendid judgments and really good abilities, but has always tended rather to depreciate herself, than to give herself legitimate credit for what she can do.

She has never had quite enough of secretiveness or caution in her make-up, and she has always had a tendency to tell a little more in relation to herself and those that belong to her, than she should. She should develop more of caution in mental attitude as well as in spoken word.

She has a large degree of conscientiousness, but as she is strongly influenced by environments and people that are around her, she sometimes will be persuaded from her naturally extreme conscientiousness.

She has high ideals in conjunction with her conscientiousness.

She has a vivid imagination, and there is nothing she enjoys more than literally giving herself up for certain periods, to dreams.

She has fine reflective ability, with good creative and

planning side, particularly along the lines of art and music, as she is strongly artistic in these directions.

She is interested in philosophical literature, poetry, and she is particularly good in her fine discriminative power in relation to these things. She enjoys the fine touches in everything.

She has good ability in reasoning from cause to effect; with very fairly accurate premises from which to reason.

She has good comparative and reflective ability, and her perceptions give her fair judgment as to form, weight, size, color and time. Her judgment of time is particularly good.

She has good memory for locations and contours, which in her will find its use in memorizing musical scores.

Her judgment of order is a little erratic, and she is not so particular in the placing of material things around her. She gets her cleaning-up days, but is much more inclined to have a place for everything and everything in that place. She is more logical of mind than she is systematic in the placing of things around her.

She has a slight degree of irritability; strictly of the effervescent type; there is no sullenness, although there is some moodiness in her.

She has an unusually vivid emotional side, as she feels everything very keenly. She has not only a strong sense side, but she also has a very intense side, which makes an unusually fine combination of forces.

She has a tendency toward exaggeration of small things, making "mountains out of mole hills." This is particularly true when she has overtaxed her nerve side. This overtax has caused her to have sleepless nights when things seem to grow to abnormal proportions compared to the real importance of the thing considered.

She also has a tendency to allow her emotionalism to find its outlet in tears. This is more a thing of the past than of the present, and was partly caused by her great sensitiveness.

She has a very fine eye for observation with natural tendencies toward fine powers of concentration. She can afford to develop her perceptive judgments to even a greater degree, than they are developed at the present time. She now has very good judgment, although she is a little erratic in this respect, according to the condition of her nerve side at the time of making her decisions.

She is very good in minor decisions, but is inclined to be indecisive in relation to bigger things.

She has good heart and lung action, giving her plenty of energy with a decided tendency to overtaxing her nerve side. She works far more on her nerve than on actual physical strength.

She has good tenacity, giving her good perseverance and endurance, both mental and physical.

She has a little tendency toward sarcasm, has a fine degree of determination and control. All of these qualities, as well as her courage, are more of a defensive type

FULL FACE ANALYSIS NO. 232

than an offensive, and yet they can be brought into aggressive action if she is sufficiently roused.

She has very active enthusiasms; is ambitious; has plenty of initiative and originality in the way in which she does things. Her enthusiasms are not as well sustained as they should be.

She has strong recuperative powers, with good will power when brought to bear.

She is strongly musical and very decidedly artistic. Her artistry will find its outlet in drawing, painting, expression, dramatic, art, literature or music.

CONSTRUCTIVE CRITICISM

She should cultivate more self-dependence and self-assurance; she should cease to depreciate her own qualities either to herself or to others, as she is unusually well equipped with abilities.

She should cease to give so much of herself on all occasions to all people, and conserve her energies more, cultivating more of poise and dignity so that she may so conserve her energies.

She should cultivate the ability to give of herself in a more passive way, rather than to be so enthusiastic over every detail, and thus give out so much explosive energy. A teakettle with the lid on has reserve power. A teakettle with the lid off has no reserve, as the power is expended as soon as generated.

She should cultivate the ability to talk less about personal things, as holding something in reserve always gives power.

She should cultivate the ability to hold more definitely to her own opinions, rather than to be influenced by others. This would include making her enthusiasms of more sustained periods—not allowing negative criticism to influence her in relation to the accomplishment of them.

She should make her imaginative side a more practical thing, by making it creative.

She should equip herself with notebooks, and as her fantastic and original thoughts come to her she should write them down so as to correlate them into stories.

She can afford to sharpen her perceptive faculties somewhat, but must not work on this to the extent of militating against her fine subconscious abilities. She should cultivate the ability to bring herself to conscious thinking at will, but equally cultivate the ability to relax her mind and put herself into the subconscious state while giving expression to her artistic side.

From the body side, she should cultivate the ability to breathe more deeply, drawing in her breath while she counts five, holding it while she counts five, forcing it from her through compressed lips while she counts five, increasing the count as capacity increases.

She should take a cool sponge bath each morning, and should use the "Daily Dozen" exercises regularly each

morning, and if possible, twice a day. She can relieve to a very great extent her nerve tension, and build in greater elasticity of her muscle structures, if she will do this work systematically. This is important.

She should take plenty of outdoor exercise, but she should avoid anything that is unusual from the standpoint of excitement. Golfing is a very fine exercise for her. She should consider her heart during her exercises, as it has a tendency to be over-responsive.

She should cultivate the ability to control her sensitiveness; and what little resentments may arise therefrom. She can well afford to read some good book on the subject of suggestion and auto-suggestion, and she should apply the exercises therein given, for doing away with these negative qualities and building in the positive qualities.

She must learn to forget her relationship to things, thinking more of the things that she does, as she is somewhat self-centered. This apparently refers more to the past than the present.

She must overcome, by developing a happy mental attitude, her tendency toward moodiness, exaggeration of small things, and allowing them to result in wakeful nights.

So as to more fully understand her perceptive side, she should read chapters on Attention and Perceptive Development, in "Master Mind," by Theron Q. Dumont, and apply the exercises therein given.

VOCATIONAL ADAPTABILITY

Her chief outlet will be through her ability to express herself. She will be successful in music. If she has a voice, she should cultivate it.

She would be better as a violinist rather than a pianist, as it gives a wider range of expression, and she has fine correlation of her perceptive mind and body action.

She can do almost any kind of art work—illustrating of books, etc. She will make a success in dramatic art, if she will cultivate a little greater intensity of outgoing force.

She can make a big success in the telling of children's stories professionally, and it is advised that she take up a course in this work, using it as an avocation to develop her powers of word expression.

She should find an outlet during her spare moments, in developing her literary ability, by writing child stories, using her originality and writing along the line of the fantastic.

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ANALYST

April 12, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 232

PROFILE AND FULL FACE ANALYSIS NO. 232

A good high type saleswoman. A good combination of feminine quality with masculine aggressiveness.

Analysis Number 310

PROFILE ANALYSIS NO. 310

Name . . . . . .

Address . . . . . Age . . . . . .

TYPE

Mental-Physical type; good bone and muscle structure; vigorous hair growth; medium coloring, tending in the direction of dark; fair quality. Weight 155 lbs. Height 5 feet 7 inches.

ANALYSIS

She is more evenly balanced than the average woman from the standpoint of mental and physical quality.

She has good, active mentality, supported by vigorous body side. She has a decided liking for people in general, although she takes some pretty strong prejudices.

She likes men rather generally; in other words, makes many men friends, although particular in her selection of these friends. She is rather what may be termed a man's woman than a woman's woman, in that she prefers a man's society to a woman's society.

She has a real liking for home and country, and is particularly loyal in respect to anyone in whom she has a personal interest.

She is fond of approbation and can accomplish her best, when in a congenial atmosphere; in fact, finds it difficult to work in uncongenial surroundings, although she has

spent a considerable period of her life where she has not had approbation given to her and where surroundings were not congenial.

She has a good degree of legitimate self-esteem, although as a result of her discontent and her dissatisfaction with things, she has often gone into different branches of excitement, not because she had any particular love for the type of excitement, but purely to try to get away from herself.

Her natural tendency is to have decided continuity of purpose, holding strongly to the one thing, and wishing to work it out more along routine lines than with excitement and change interspersed, but she has developed quite a large liking for excitement and change, for the same reason as the paragraph preceding.

She has a good degree of conscientiousness, and with it high ideals, and these ideals and her conscientiousness have sometimes proved uncomfortable so far as she is concerned.

She has a desire to acquire and save material things, but her love of approbation has to a certain extent militated against her ability to do so.

She has a little of secretiveness in her, and this has been developed rather than lessened. She has the tendency to keep things too much within herself, with the result that she frequently makes "mountains out of mole hills," because she does not discuss the things with some good friend whom she might trust.

She has a good degree of caution, which should be used instead of trying to build in conservatism.

She is erratic in the application of both her conservatism and secretiveness, in that she keeps to herself often the little things of less importance, and on the spur of the minute will confide larger things of greater importance, which she afterwards regrets.

She has a natural tendency toward being most decidedly generous, but as a result of rebuffs she has had a tendency to be cynical and somewhat bitter in her judgments and feelings in relation to things generally.

Her natural tendency is to accept people generally on faith, but as a result of some not proving what they should be, she has taken it seriously, which has caused this resulting bitterness and cynicism in relation to people.

She has a fine imaginative and creative side, which gives her splendid planning ability.

She has done more conscious effort along the line of planning and creative work in the past than she is doing at present, and latterly has a little bit too much of a "don't care" attitude in this respect.

She has good ability in reasoning from cause to effect, can develop a good degree of abstract reasoning, has good comparative judgment and naturally good intuitive judgment in relation to people, with a fair degree of developed perceptive judgment in this respect.

She has naturally a fine sense of humor, but unfortunately has taken herself and those around her

altogether too seriously, during later years; she should build her humor side and see things more from that angle.

She has good constructive ability, which, with her good planning ability, should give her good executive power and if developed, would give her a nice degree of ability in handling others and in organizing others.

The chief outlet for this constructive power and the resulting ability to organize will be through mental channels rather than by coming in direct contact with the thing or people being organized.

She has more than ordinarily good memory for locations, events and contours, and if she had taken up art work should have used these powers in forming things with her hands, such as sculpturing, or any kind of designing where the hand is brought into correlation with perceptive judgment.

She has good judgment of form, weight and size, has good powers of observation, has good judgment of color, time, and is reasonably orderly in the placing of material things around her. She naturally should be most decidedly this way, and is during periods, but has a tendency to be a little erratic in her action in this respect. Her "don't care" attitude reacts in this also.

She has the ability to see things from more than one angle, having quite a degree of subtlety of mind in this respect.

She has quite a degree of irritability, with a tendency

FULL FACE ANALYSIS NO. 310

toward some sullenness and a little bit of vindictiveness. These qualities are natural to her, and considering the development of the balance of the face, the negative qualities are not developed to the extent that might be expected.

She has quite a degree of developed emotionalism which apparently is more a thing of the past than present, but it is still active within her.

She has quite a degree of active sense excitability; she has good heart and lung action, giving her a good degree of energy; she is quick in her minor decisions, but tends to be slow in making up her mind on bigger things.

She has not the tenacity, the perseverance and endurance which would naturally be hers had she cultivated these qualities which are in her.

The desire for change in her, to which we have already referred as having been developed, is more a result of restlessness than because it is inherent quality.

The skepticism, cynicism, discontent and bitterness which have all been referred to, can easily be eliminated and done away with altogether in this naturally well-balanced nature, if only a proper mental attitude is acquired.

She has a good degree of determination, a good degree of control, but decisiveness is not developed to the point to which it should be.

She has naturally very active enthusiasms and naturally these are well sustained in her, but she has latterly

attempted to repress her emotions, and with them her enthusiasms, rather than to let them be active in her.

She has good digestive powers and is therefore quick in recouping from any over-taxing of her mental or physical sides.

She is fond of music and art and is a very good judge of these things. She has not developed the degree of concentration and penetration that will give her the degree of memory which she is entitled to have with so good a natural equipment.

She visualizes things in rather a half-hearted way, as a result of lack of development of her faculties, but should devote herself to a greater development along this line.

She has some degree of temper, but it is of the type that comes to the front slowly, but burns for quite a long period when roused.

She has some tendency toward being sarcastic and resentful.

Her natural tendency is to be optimistic rather than pessimistic, but she has developed the attitude of pessimism rather than optimism.

CONSTRUCTIVE CRITICISM

She must develop a greater degree of self-confidence and allow herself to be legitimately aggressive in enforcing her abilities upon others.

She should allow her natural liking for people to find a more general outlet, developing caution rather than allowing secretiveness and conservatism to be the controlling qualities.

She must turn her imagination and her good creative forces into a stronger factor for her success, and to accomplish this purpose she should learn to write down thoughts and plans as they come to her wholly for the purpose of learning to more clearly express them and for the purpose of working them out more in detail.

She must overcome her habit of self-depreciation and thinking with a "don't care" attitude, "what is the use?" by giving herself positive suggestions instead of these negative thoughts.

She must overcome her discontent, her tendency to be bitter, cynical and skeptical, both in relation to people and things.

She must develop a greater degree of ability to analyze, greater degree of concentration, the ability to give closer attention to the things that she does and to observe with a greater degree of penetration.

For the purpose of developing attention and perceptive development, she should read chapter on this subject in "Master Mind" by Theron Q. Dumont, and apply the exercises therein given.

For the purpose of developing a broader interest in people, not from the standpoint of what they will do for her, but from the standpoint of what she can do for them,

she should make it a point to study human nature in all its phases, and observe each and every person as she passes them, for the sake of the knowledge which she will acquire by doing so.

She must develop a more inquiring and less critical mind.

She must overcome her tendency to be self-centered. She must overcome her tendency to be resentful, and realize that irritability and resentment, which grow out of irritability, hurts no one but herself.

If she will stop, when she is likely to become irritable or feels herself tending in this direction, and think that it will hurt no one but herself, it will at once do away with the irritability.

She should cultivate more spontaneity in relation to her enthusiasms and allow herself to become more relaxed in both her mental and bodily feeling, and walk with free action and live more naturally.

She can afford to increase her power of decision in action, and should start by being decisive in relation to smaller things and make a real effort to cultivate a decisive attitude in her mental processes as well as her physical action.

From the body side she should take regular calisthenics without apparatus, and the "Daily Dozen" exercises by Walter Camp are recommended. She can secure a copy of these exercises outlined and illustrated by writing to J. P. Collier & Son Company, 416 West 13th St., New

York City, who published these exercises in their January first (1921) issue of *Collier's Weekly.*

She should use deep breathing exercises, giving special attention to them for a while, so as to develop this habit. She should draw her breath in while she counts five, hold it while she counts five, allowing it to pass from her while she counts five, increasing the count as capacity increases.

She should use this exercise at night when ready to retire, while in a reclining position, so as to bring about relaxation both mentally and bodily, before going to sleep.

She should take a cool sponge bath each morning, with energetic rub thereafter. She should also take plenty of outdoor exercise, particularly away from people, other than what companions may be with her.

For the purpose of doing away with the negative qualities herein mentioned and for building in the positive qualities, she should read some good book on suggestion and auto-suggestion, and make application of auto-suggestion for this purpose.

She should by holding her physical energies in reserve, make them tend toward mental stimulation, and thereby develop a controlled intensity.

VOCATIONAL ADAPTABILITY

She would make a success as a saleswoman.

She has good executive ability, and could develop herself to be an unusually good office manager or private secretary.

She has good artistic sense as well as good mental comprehension of the mechanical thing, and would make a success in designing, either in doing or drawing plans for interior decoration, or in art work in the designing of carpets, etc.

She would make a very good Domestic Science teacher. She will make a success in a Personnel Department in a corporation if she will follow the Constructive Criticism in building in the positive and eliminating the negative qualities.

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ANALYST.

March 29th, 1921.

NOTE: The words showing degree of quality—poor, fair, good and fine, give a basis for comparison.

Analysis Number 310

PROFILE AND FULL FACE ANALYSIS NO. 310

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